Contine

\$ 5 4.

1.55

11.4

the King Weight

50 G

FT No. 31,424 THE FINANCIAL TIMES LIMITED 1991

Wednesday April 10 1991

D 8523A

Business Summary

US and Israel BSkyB plans agree to hold to sue UIP **Middle East** conference rights deal

. The US and Israel agreed in principle on a proposal to hold a Middle East regional peace conference, but Mr James
Baker, US secretary of state
warned there was still "a long,
long way to go" before Arab-israeli negotiations could take place. Page 14

Georgia declares UDI The Soviet republic of Georgia declared formal and complete independence from the Soviet Union in an effort to force the union government's hand over the secession issue. Page 14

Poland exit begins A Soviet missile brigade pulled out of a military base in north-western Poland to set in motion the withdrawal of Moscow's 50,000 troops from the country. Page 2

Old guard trial starts The first important political trial of members of Hungary's old communist regime began when two ex-security chiefs faced charges of allowing ille-gal phone-tapping. Page 3

South African government published a draft law to end race classification, the basis of the 43-year-old apartheid system. Page 6

Israeli controversy Israeli right-wingers, including voiced outrage at Defence Min-ister Moshe Arens's plan to free 1,000 Palestinian prisoners next week as a traditional goodwill gesture to Palestinians to mark a Moslem feast.

Angolan casualties Angola has reported high civil-Angula has reported high civil-ian casualties in fighting for the provincial capital of Luena despite peace talks with the UNITA rebel movement.

Police terrorist link Former East German security police, known to have shel-tered Red Army Faction guer-rillas from West Germany, may have had closer links with the group than previously thought, government sources said.

Japanese demo More than 500 former Japanese inmates of Siberian labour camps demonstrated to demand an apology and com-pensation from President Mik-hail Gorbachev when he comes to Tokyo next week.

Afghan changes The Soviet-backed Afghan government has sacked senio vice-president Sultan Ali Kisht-mand, the official Bakhtar

news agency said.

Rebels bomb banks Suspected army rebels bombed three banks and a power substation in Manila in a fresh attempt to destabilise Presi-dent Corazon Aquino's government, officials said.

13 die in S Africa

At least 13 people have been killed since Sunday at a Johanesburg township in factional fighting and in a mystery attack on a township squatter camp, police said.

Activist sentenced A Chinese court has sentenced a student activist, Chen Yanbin, to 15 years, the heaviest prison sentence passed to date on a dissident connected with the 1989 pro-democracy

Burma death verdict Burma's military government has sentenced two youths to death for their role in an abortive uprising nearly three

years ago, state television said. 30m HIV prediction A total of 30 million people may have been infected with HIV, the virus that leads to Aids, by the year 2000, said the director of the World Health Organisation's Aids

over \$800m

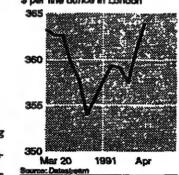
British Sky Broadcasting plans to sue United International Pictures, an organisation grouping three leading Holly-wood studies, in what could become a landmark case affecting pay television channels

throughout Europe.
BSkyB, the satellite television venture which runs two subscription film channels in the UK, is trying to overturn as illegal an \$300m movie rights deal first signed with UIP in 1968. Page 14

GOLD bullion gained another GOLD bullion gained another \$2.95 a troy ounce in London to close at \$364 following a \$3.55 rise on Monday which took the metal above \$360 an ounce for the first time in two weeks. Analysts said technical and professional buying on the New York Commodity Exchange (Comex) was response. Exchange (Comex) was respon-sible. Commodities, Page 24

Gold price

S per fine ounce in London



MARKETS; In Frankfurt the MARKETS: In Frankfurt the Dax index closed 2.16 higher at 1,582.11 on volume ahead from DM4.50n to DM5.9hn. Paris closed little changed for a second day, as the CAC 40 index lost an eight-point gain to end 1.61 down at 1,845.96. In Tokyo share prices declined on reduced volume. The Nikkei average slipped 290.26 to end at the day's low of 26,317.29. In New York share prices idled in moderate early trading as in moderate early trading as the stock market remained a of Thursday

and Friday's inflation figures. By 1.30 pm the Dow Jones Industrial Average was down 12.62 at 2,905.94. World Stock Market reports, Back Page, Section II. MICHELIN, world's larges tyre maker, plans to shed 4,900 more jobs in France in its larg-

est round of job losses in recent years. Page 2 EUROPEAN Commission inquiries into possible illegal state aid for Bull, French computer manufacturer, and Thomson French defence and

electronics group, will include an assessment of the impact on EC competitors. Page 2 **GERMANY'S federal statistics** office reported a DM1.7bn (\$1bn) deficit for February after DM2.1bn in January as

rising domestic demand after unification pulled in imports and kept exports depresse

US House budget committee began debating a near-\$1.5 trilbegan departing a near-\$1.5 fur-lion (million million) budget plan for next year, including funding for a "competitive-ness" package put forward by House Democrats. Page 4

GIAT Industries, French maker of tanks, guns and ammunition, has won a FFr800m (\$140m) contract for gun turrets for the US Army's latest light helicopter, its first big sale to the US. Page 4.

UK failed in its attempt to win agreement from Peking for Hong Kong's proposed HK\$100bn (\$12.7bn) airport. But Li Peng, Chinese prime minister, said that differences had been narrowed. Page 14

DONALD Trump, head of the heavily-indebted property and casinos group, Trump Organi-sation, was last night believed to have reached final agreement over a debt restructuring with holders of the Taj Mahal casino bonds. Page 15

Brady seeks G7 debate on economic co-operation

By Stephen Fidler in Nagoya, Japan, and Peter Norman in London

US TREASURY secretary Mr affairs at the US Treasury, annuen a wide-ranging debate on economic and financial co-operation among leading industrialised countries when he meets other Group of Seven finance ministers in Tondon Nicholas Brady intends to launch a wide-ranging debate on economic and financial finance ministers in London

mance ministers in London on Sunday.

His aim will be to examine whether long-standing co-operation on exchange rate policies needs broadening in the light of fundamental change in the world's economic and financial outlook.

Mr David Mulford, undersecretary for international

This might "dictate closer policy co-ordination over a widely expanded area". Mr Mulford, who was speaking in Nagoya, Japan, cited debt relief for Poland, efforts to encourage Brazil and its communication hank lenders to mach mercial bank lenders to reach a debt agreement, and World Bank lending to China as areas where the G7 had

already expanded co-operation.
The US with for wide-ranging G7 talks was welcomed by Germany, which wants Sunday's informal dinner to discuss a more equitable ahard the

of the burdens created the of the burdens created the Gulf war, the changes in eastern Europe and the crisis in the Soviet Union. Government officials in Bonn said yesterday that Mr Theo Walgel, the German finance minister, would stress that Germany should not be forced to carry an unfair charge of internean unfair share of interna-tional responsibilities.

The feeling in Bonn is that Germany's contribution to the rehabilitation of eastern and central Europe and the Soviet Union is not properly recognised by the US and other industrial trading partners.
Germany also aims to have the question of global burdensharing included in the agenda of the London economic summit later this mean contract. mit later this year. Britain, the host nation, has placed the state of the world

economy after the Gulf war and the problems of Kuwaiti reconstruction, eastern Europe and the Soviet Union at the

top of Sunday's agenda.

Mr Norman Lamont,
Britain's chancellor of the
exchequer, is likely to raise
specific points in bilateral
talks that are being arranged
with ministers, including Mr
Brady and Mr Waigel, around
the time of next week's inauguration in London of the
European Bank for Reconstruction and Development.
Mr Lamont has dropped plans
for talks in Bonn with Mr Waigel tomorrow. top of Sunday's agenda. gel tomorrow.

Mr Mulford said the change in the global economic and financial outlook over the past

nearly \$400m worth of pesti-cides.

Mr Gorbachev told the coun-

cil that the "war of laws" between the republics and the centre must be stopped imme-

diately and that a new union treaty must be signed as soon as possible.

However, the impact of his remarks was lessened by the absence from the council of Mr

Mr Vytautas Landsbergis of

Lithuania and Mr Arnold Ruutel of Estonia (no reason

The one bright spot in the otherwise dismal and centralist

otherwise dismal and centralist plan is that the budget will garner a Rs70bn windfall from the price rises which took effect at the beinning of this month – rises which are fuelling the unrest with which the

government is seeking to grap-

reflects the stated desire of Mr Pavlov to marry com-

mand - even authoritari-an - economics with a stimu-

lation of the market through

central decree.

However, the structures which had sustained the command system in the past are no

longer responsive to those who

issue the orders – as enter-prises turn this way and that to find supplies, to find mar-kets and to discover to which

two years had been "revolutionary". The need was look beyond the immediate effects of the Gulf crisis. A profound change bad

taken place in sources and demand for capital. Kuwait demand for capital. Kuwait was rebuilding its economy and Saudi Arabia no longer maintaining huge foreign currency reserves: oil surpluses were thus likely to be limited. Eastern Europe would put huge demands on capital, while the Soviet Union's economy was deterlorating rapidly omy was deteriorating rapidly. Brazil loan, 'to go ahead soon',

\$300m loan

Soviet leader reasserts power of centre against that of republics

Gorbachev seeks strikes ban

By John Lloyd and Leyla Boulton in Moscow

PRESIDENT Mikhail Gorbachev yesterday called for a ban on strikes and demon-strations, throwing the full weight of his authority against the mounting claims of nationalists, strikers and radicals. As industrial stoppages

spread throughout the country and the republic of Georgia declared full independence from the Soviet Union, Mr Gor-bachev's call was announced as part of an "anti-crisis" programme reasserting the power of the centre against that of the republics.

Faced with the growing chal-lenge from Mr Boris Yeltsin, the Russian leader, Mr Gorbachev chose to make a stand against his encircling foes by testing central authority in a way he has not had to do since becoming Soviet leader nearly six years ago. The Soviet leader has firmly

The Soviet leader has firmly rejected proposals for a round table or coalition government advanced by Mr Yeltsin last week. Instead, he is relying on the solid majority vete for the preservation of the union in last month's referendum to bring to heal republics which are starving the union budget of funds, and miners who, according to Mr Vitaly Ignatenko, the presidential spokesman, have stripped basic man, have stripped basic industries of all coal reserves. His moratorium on demon-strations is confined to those

called in working hours. This would not affect the recent mass rallies in support of Mr Yeltsin, but would render filegal meetings such as those held over the past few days in Minsk, in Belorussia, to protest against price rises. Workers in Minsk yesterday staged a three-hour strike and

threatened to extend the strike

Georgia declared formal and complete independence from the Soviet Union in an effort to force the union govern-ment's hand over the issue of secession. The declaration a treaty of May 1918 when the Republic of Georgia was granted statehood by the new Bolshevik regime, only to see it extinguished three years later by the same or tral government. Page 14 ars later by the same cen-

today if their demands - in-cluding access to television time - were not met. They called for the resignation of both the union and republican governments.

The anti-crisis plan, presented by Mr Gorbachev to a session of the Federation Coun-cil, which includes the leaders of the republics, proposed measures to stem a downturn in production, which has already fallen by an estimated 12 per cent in the first quarter. Mr Yeitsin did not attend the ses-

The measures include swingeing sanctions against republics which withhold their budget contributions to the centre. They also propose the rapid privatisation of the food trade outlets, including shops and warehouses, to ease supply Mr Gorbachev proposed

transferring some enterprises from union to republican jurisdiction, a move which answers the demands of both the Rus-sian and the Ukranian miners who want republican control of

The proposals will go before the Supreme Soviet next week - although it was not clear



Mikhail Gorbachev: continuing to reject coalition calls

last night if they could be implemented by presidential decree, as much present law

The background to the Federation Council meeting was set by yet another black assessment of the economy, which the official news agency Tass quoted as saying that "the con-sumer market is disorganised,

anced, the purchasing power of the rouble is diminishing. Instead of normal economic ties there are barter deals. A once united economic space is

being split up".
The crisis, said Tass, was having an increasingly serious effect on the balance of pay-

On Monday, Mr Gorbachev decreed urgent measures to

to Brazil 'will go ahead soon' By Stephen Fidler rescue this year's harvest. These included the supply of fuel, spare parts and equipment to farms, the speeding up of the distribution of private plots, and the purchase of

in Nagoya

A DELAYED \$300m loan to Brazil from the Inter-American Development Bank will go ahead shortly, Mr Enrique Iglesias, the bank's president, said

The loan was delayed because of concern among industrialised nations - led by the US, the bank's dominant shareholder – over the slow progress being made between Brazil and its bank creditors in talks over interest arrears to commercial banks.

Mr Iglesias's statement came Yeltsin (on holiday), Mr Zviad Gamsakhurdia of Georgia (declaring independence at the time), Mr Anatoly Gorbunov of Latvia and Mr Mircha Snegur of Moldavia (who was ill) and after Brazil and its leading bank creditors agreed on a set-tlement of the \$8bn interest backlog. A quarter of the arrears will be paid this year, some \$900m almost immediately, and the rest in 10-year bonds.

Mr Iglesias said the loan, for sanitation projects would go to the bank's board for approval "immediately". The next board meeting will be held later this month.
On another issue, Mr Igle-

sias said he expected the bank would continue to make rapidly disbursing loans following the expiry of a two-year period when such loans could only be made in tandem with the World Bank. Four countries were seeking such loans, from which they should be able to benefit this year.

He said there was some opposition among shareholders to such loans, which take the bank away from its traditional role as a project lender and which provide balance of payments support to back economic reform in sectors of the economy. Up to 25 per cent of the bank's lending can be through fast disbursing loans.

UN Security Council discusses ways to protect fleeing Kurds

By Michael Littlejohns in New York, John Murray Brown in Hakkari, eastern Turkey and Kamren Fazel in Tehran

BRITAIN'S two-stage plan to create a safe haven for Kurds in a northern Iraq, backed if necessary by force, was at the centre of urgent consultations yesterday at the United Nations Security Council

Although some diplomats reported a momentum in favour of the plan, which was endorsed by the European Community and yesterday received cautious US backing, there was no British draft resounted. lution on the table for discus-

sion.
Sir David Hanney, the British delegate, said he was not pressing for any UN decision "at this stage".

Mr Douglas Hogg, UK Foreign Office minister, said:
"What we want to do is to get the Kurds off the mountains, preferably into the villages and towns...monitored by the United Nations. That does

imply the prospect of some force or threat of force if the [Iraqi] attacks continue. "It would require UN observers in quite substantial numbers and their presence would "THE Kurds saved the summit, so we had to try to save the Kurds," said a senior EC official only half in jest after European Com-munity leaders ended their summit in Luxembourg. As it was, the Community showed itself "swift, gener-ous and determined" in its response to the Kurdish crisis, said Britain's prime min-ister, Mr John Major. His call for substantial aid and a haven inside Iraq for the Kurds were seized upon and endorsed by other EC lead-

have to be underpinned either by actual physical force or the prospect of it," he said in a BBC interview.

Mr John Major, the UK prime minister, said on Monday that the second stage of the plan would be to get the Kurds back to their homes, which could include the large towns of northern Iraq. Diplomats in Ankara said it was unclear how big any safety

MARKETS

zone might be. "A narrow buffer zone along the border itself already seems to exist de facto," said a western diplo-"There have been no reported attacks on refugees in the immediate border area." He said a much more amb tious scheme to secure a bis area of Iraq under UN auspices to allow refugees to return home "opens horrendous prob-

lems in terms of sovereignty".

Iraq responded bitterly to the enclave idea and vowed toppose it with all its remaining power. Mr Saddoun Hammadi the newly-appointed prime minister, accused Britain and security council members of mounting a conspiracy against lrag's sovereignty. He claimed that the rafugee

problem had been greatly inflated and other officials said Central Intelligence Agency Continued on Page 14

STOCK INDICES

FT-SE 100:

2,529.9 (-15.4)

1,999.0 (-15.5)

FT-A All-Share

1,225.31 (-0.6%)

New York lunch

2,899.01 (+2.23)

DJ Ind. Av.

FT Ordinary:

Bush cautions on Kurd enclave plan, Page 6; UN wrestles with human rights issue 'Save haven' is not enough,

authority they are responsible. LOOKING FOR AN EXCELLENT SITE AT THE HUB OF EUROPE?

LAND AHOY!



long the Rhine and Ruhr streches Germany's economic heartland. This region offers companies outstanding locational advantages: a central position within the European market. massive market potential, transport links second to none, a skilled work force, and high productivity.

Right here, at the hub of Europe, we can offer excellent industrial sites of one million m2 in the city of Dortmund ("Ellinghausen Industrial Estate"), in the northern Ruhr area and the region of Aachen.

Interested? For detailed information please contact Wirtschaftsförderung Dortmund Tollnerstraße 9-11

D-4600 Dortmund 1, Federal Republic of Germany Telephone *49/231/5 42-2 28 09 *49/231/5 42-24112



CONTENTS

programme.

Weapons development: US technology Unions become the loyal comes under fire ... Technology: Ciba-Geigy makes a clean break for the environment ... Management: How Toyota filters its compo-South Korean industry: Time to cut glants

Discipline for the auditor ... The Kurds: 'Safe haven' not enough . Stock merkets: Mexico climbs as economic

Arts Guide + Reviews . Currencies & money

opposition in east Germany



Inti. Gapital Mackets ---

Heinz-Werner Meyer. head of the German Trade Union Federation (DGB), is typically on the right of the trade union spectrum. but by no means a

\$361.55 (357.5) M SEA OIL (Argus) \$16.95 (16.6) 26,27 ____ 15 -London

DOLLAR New York inn New York han DM1.6885 FFr5.7115 \$1.789 (1.7785)
\$1.789 (1.7785)
\$1.789 (1.7785)
\$1.789 (1.7785)
\$1.789 (1.7785)
\$1.789 (1.0075)
\$1.789 (2.51)
\$1.789 (2.51)
\$1.789 (2.51)
\$1.789 (2.51)
\$1.789 (2.51)
\$1.789 (2.51)
\$1.789 (2.51)
\$1.789 (2.51) SFr1.43125 Y137,15 Lorsion: DM1.6885 (1.6735) PFr5.7125 (5.665) SFr1.4325 (1.412) Y137.25 (136.3) New York: Comex Jun \$ Index 65.3 (64.8)

Tokyo close: Y137.0 US lunchtime rates Fed Funds 5.93% 3-mo Treasury-yield; 5.82% Long Bond:

375.89 (+0.53) Tokyo: Nikkei 26,807.65 (-159.68) LONDON MONEY closing 1232% (123%) Little long gift futu Jun 9318 (92%)

GOLD

By David Marsh in Bonn

A STRONG call for Bonn to extend further credits to the Soviet Union to help economic recovery in east Germany was made yesterday by Mr Kurt Biodenkopf, prime minister of the east German state of

His plea, made in Dresden, came on the eve of a visit to Moscow starting today by two top Bonn civil servants charged with assessing the state of financial relations between Germany and the

Soviet Union. Mr Horst Köhler from the Mr Horst Köhler from the Finance Ministry, and Mr Dieter von Würzen from the Economics Ministry will discuss with Soviet officials new credit lines being extended by Bonn to allow Moscow to buy goods from east German factories.

Mr Biedenkopf, from Chan-cellor Helmut Kohl's Christian Democratic Union, said that massive Bona spending on memployment benefit for east German workers was senseless when traditional markets in

the east were withering fast. His arguments in favour of a more interventionist indusmore interventionist indus-trial policy in the east have lately been finding broad favour in Bonn.

Mr Jürgen Möllemann, the economics minister, won a promise from the Soviet Union in Enhance for DMohn (Scho)

in February for DM9bn (£3bn) in new orders for east German companies, to be backed largely by Bonn export credit

An Economics Ministry offi-cial said yesterday that only DML4hn of the new contracts had been signed, although most of the rest was in the

Currency Notes.

details of which are as follows:

by the Central Bank of Kuwait.

effective from 24/3/1991 up to 30/9/1991.

them shall be forbidden.

this period.



Yeltsin ally accuses him of neglecting reforms

By Judy Dempsey, East Europe Correspondent

MR Boris Yeltsin, the Russian leader, has spent too much time criticising President Mik-hall Gorbachev and too little introducing land reform and private ownership in his repub-lic, Mr Anatoly Sobchak, the radical mayor of Leningrad,

radical mayor of Leningrad, said yesterday.
"I frequently pressed Yeltsin to put in place legislation for land reform instead of arguing with Gorbachev," said Mr Sob-chak, who was elected mayor of Leningrad last June, and who is a mamber of Mr Yelt who is a member of Mr Yelt-

sin's consultative council.
Speaking in London, the 53year-old former law professor
said Mr Yeltsin would use the
powers granted to him by the federation's parliament last week to dismantle the political base of the Communist party

throughout the republic.

Mr Sobchak believes he will press shead with holding elections from local village mayor up to the post of president.

"The communists are still in control in the communes. They continue to block change," said Mr Sobchak. "The political

Boris Yeltsin, leader of the Russian Federation, will meet senior members of the European Parliament during a visit there next week, a parliament spokesman said yesterday. Mr Yeltsin will visit the parliament in Strasbourg from April 15-16 at the invitation of the International Politics Forum, a Paris-based political think-tank linked to the parliament's Christian Democrat group. He is due to meet the Parliament President, Mr Enrique Baron, and address the parliament's socialists. a visit there next week, a

development of our country will depend on the creation of a multi-party system... If elec-tions for an all-Union president were held today, Gorbachev would have no chance."

The leading role of the Com-munist party has been offi-cially deleted from the consti-tution. But Mr Sobchak, who quit the party last summer, said: "The law and reality are two different things. The party still exercises power. "I think our leaders made a

great mistake last year at the 28th Congress [of the CPSU] by not splitting the party into two: a conservative, and a

two: a conservative, and a social democratic party."
He says the back of the Communist party could be broken through uniting all the democratic opposition movements.
"We must establish a counter-weight to the communists.
This social democratic all-This social-democratic all-Union party would include peo-ple like Mr Shevardnadze, [the former foreign minister], Mr

Stanislav Shatalin, [Mr Gorba-chev's former economic adviser] and other reformers," Efforts to establish a count-

Efforts to establish a count-er-weight to the Communist party could, however, be deflected by the price rises, which he said would hite at the end of the month, the relation-ship between central govern-ment and the republics, and the delay in setting up "new economic structures" to half the collapse of the economy.

OECD says reforms would help Austria retain high growth By Judy Dempsey, East Europe Correspondent

will slow down this year, and in 1992, but the effects will be offset by higher oil prices, and offset by higher oil prices, and Germany's growing demand for Austrian exports, according to the Organisation for Economic Co-operation and Development (OECD).

But the report warns the socialist-led coalition government it want not allow any

ment it must not allow any slippage in the timetable for introducing structural reforms in housing, pensions, privatisa-tion, and reducing subsidies if the budget is to be consoli-

dated.

In 1990, GDP grew by 4 per cent, making Austria one of the fastest growing economies of the OECD countries. However, during 1991 and next year, GDP is expected to grow by 3 per cent as a result of a fall in domestic demand.

The forestate were con-

The forecasts were concluded in February, before the end of the Gulf war, and the subsequent easing in oil prices. Private consumption is forecast to a forecast to the full fear that the subsequent easing in oil prices. cast to fall from 4.3 per cent in 1990 to 3.0 per cent in 1991, and continue to decline to 2.6 per cent in 1992. Nominal incomes will grow, but inflation, caused by higher oil prices, is likely to dampen real income growth.

The OECD expects inflation will rise from 3.3 per cent in 1990, to 4.3 per cent in 1991, but will fall back to 3.8 per cent in 1992. Despite these trends, the OECD recommends that the Austrian government must not be deflected from reducing the he deflected from reducing the budget deficit and introducing structural changes. In addition, it says further de-regulation must have a high priority on the economic agenda.

In 1987, in response to slack growth rates in the 1980s, heavy losses by the State-

AUSTRIA'S economic growth owned industries and lack of competition in the economy, the socialist-led coalition gov-ernment adopted a medium-term budget consolidation proterm budget consolication pro-gramme. It aimed at reducing-the net federal defict from 3.2 per cent of GDP in 1988 to 2.5 per cent by 1992. Last year, the budget deficit had fallen to 2.3 per cent of GDP.

per cent of GDP.

The government, which was re-elected last October, also introduced the first phase of a cautious privatisation programme. Despite the impressive decline in the budget deficit, the OECD points out that this consolidation has not been matched by consistent struc-

this consolidation has not been matched by consistent, structural reforms in the economy.

"Much of the progress so far has resulted from buoyant economic activity rather than from stuctural improvements in the budget, and from substantial privatisation proceeds," the OECD states.

However, the report acknowledges the government's successful attempts at reforming the fiscal system, as well as turning around the

well as turning around the OIAC, the former holding com-pany for the state-owned indus-trial sector, from a loss-making

group into profit.

It also welcomes the government's decision to eliminate short-and long-term interest rate differential visa-vis Germany, which strengthens Austria's hard currency policy. In the schilling is tied to the

But the OSCD makes a plea for more de-regulation and fewer subsidies. Federal and general government subsidies totalled Sch77.7bn (\$6.70bn) or 4.3 per cent of GDP, while subsidies to enterprises and agri-culture amounted to Sch28bn,

Moscow begins troop pull-out from Poland

A SOVIET missile brigade yesterday pulled out of the military base of Borne-Suli-nowo in north-western Poland to set in motion the with-drawal of Moscow's 50,000 troops from the country.

agencies report.
Some 60 soldiers with mobile missile launchers and armoured vehicles were in a 20-wagon train that began the process, disagreements over

which have severely strained Polish-Soviet relations. With Soviet troops already poised to complete pull-outs

1 - Denomination of Twenty Dinars: from No. CW up to No. CW ;

2 -Denomination of Ten Dinars : from No. $\frac{CH}{70}$ up to No. $\frac{CH}{87}$;

3 -Denomination of Five Dinars : from No. $\frac{CD}{18}$ up to No. $\frac{CD}{20}$;

4-Denomination of One Dinar: from No. $\frac{CC}{47}$ up to No. $\frac{CC}{53}$;

5-Denomination of Half Dinar : from No. $\frac{CB}{30}$ up to No. $\frac{CB}{37}$;

6 - Denomination of Quarter Dinar :

from No. $\frac{CA}{54}$ up to No. $\frac{CA}{68}$;

from Czechoslovakia and Hungary, Poland is the only country in eastern Europe which has not secured a deal on withdrawal terms. General Viktor Dubynin, commander of Soviet forces in

Poland, has said that there should be a Soviet troop pres-ence until the end of 1993 to support the withdrawal of 380,000 Soviet soldiers from the former east Germany.
Gen Dubynin also made the
first public confirmation that

nuclear weapons had been deployed in Poland. He said

CENTRAL BANK OF KUWAIT

ANNOUNCEMENT

The CENTRAL BANK OF KUWAIT announces the withdrawal of the Kuwaiti Currency Notes

issued and placed into circulation up to August 1, 1990 and exchanging them for New Kuwaiti

No exchange operation shall be implemented in respect of the Currency Notes for which the Amiri

Decree No. 2/A of 1990 has been promulgated and that have been specified by the two

Resolutions issued in this concern by the Minister of Finance (Cancelled Currency Notes), the

all were removed by the first half of 1990. Warsaw says it will be flexi-ble on the deadline, but the date proposed by Moscow was not acceptable.

The withdrawal began in

pouring rain following a cere-mony in a railway siding that included speeches by Soviet and Polish generals and a Soviet garrison band playing the Soviet national anthem.

During months of tense negotiations, Poland has demanded that all the approximately 50,000 Soviet troops

من رقم جدد وحتى رقم جدد ١٨

من رقم جـجـ وحتى رقم جـجـ

من رقم جرب وحتى رقم جرب

من رقم جـ ا وحتى رقم جـ ا $\frac{3}{10}$

pull out by the end of 1991. The Soviets say they will not finally vacate Poland before

the end of 1993. Gen Dubynin also said that the final deadline for the soviet departure would be agreed on by the "political leadership" of their countries. Polish president Lech Walesa is expected to travel to Moscow in May to try to settle the issue in talks with Soviet president Mikhail Gorbachev. Feelings were mixed about the pullout among Poles liv-ing in the area of the sprawling 90km wide base, built up around a small Second World War German barracks to become one of the largest mil-itary training areas in

One man said he regretted the end of illegal gasoline sales by the Soviet soldiers to hard-pressed local farmers. But Mr Zygmund Lichwa, the Polish railway official in charge of the troop train, said: "Each country has its own army, which looks after its own borders. That is the way it should be."

EUROPE IN



Brussels aid probe aim widens

Inquiries by the European Commission into possible computer manufacturer, and Thomson, the defence and electronics group, will include an assessment of the impact on EC competitors, writes Andrew Hill in Brussels.

The Commission yesterday confirmed that it had begun the first stage of examining the French government's proposed FFr6bn (\$1.1bn) injection of new capital for Bull and Thomson.

It intends "to determine whether it contains state aid or represents the normal unaided provision of equity capital by a shareholder active capital by a shareholds, acting under normal market conditions". The French authorities have

been asked for full details of the capital injections. These which they have to supply within 15 working days. A formal inquiry will follow if the Commission decides the

injections constitute state aid, and this will look at the effect of the aid on Bull and Thomson's competitors in the Community.

If the Commission then

decided the proposed aid was illegal, it could warn the French government not to go ahead with the capital injections, which are planned for later this year.

Michelin sheds more jobs

Michelin, the world's largest tyre maker, is planning to shed an extra 4,900 jobs in France, a tenth of its workforce there, in its fifth and largest round of job losses in recent years, writes William Dawkins in

This is the main part of a 15 per cent overall reduction the 130,000 strong company is seeking from its main industrial centres across the world, said officials.

Michelin, dogged by falling prices and demand in a tyre industry suffering from substantial overcapacity, estimates that it lost slightly less than FFr2.3bn (\$400m) last rear - below earlier forecasts. but before an as yet unquantified exceptional charge for the job reductions, said an official

The cuts are designed to put the loss-making group on track to break even by the second half of this year. Michelin is seeking 4,350 redundancies out of the 4.900 job losses, with the rest to come from natural departures.



Mr Alexander Bessmertnykh (left), the Soviet foreign minister, held talks with President Borisav Jovic of Yugo-slavia in Belgrade yesterday before leaving for a two-day official visit to Athens. He will meet the Greek prime minister, Mr Constantine Mitsotakis today. It is the first visit by a Soviet foreign minister to Greece since 1956.

Of the total, 2,432 jobs will be lost from the workforce at Clermont-Ferrand, where the number of Michelin workers has fallen from 30,000 to 18,000-strong since 1983. Another 1,222 will come from factories in Orleans and Bourges.

Treaty ignores Moscow

Romania and the neighbouring Soviet republic of Moldova agreed to draw up a trade cooperation treaty that bypasses Moscow, Reuter

reports from Bucharest.
Agreement to draft the trade
and economic cooperation
treaty was reached in talks
between Prime Minister Petre Roman and Mr Nicolae Tiu, visiting Moldovan foreign minister, the official Romanian news agency Bompres said.

Romania and the Soviet Union last week signed a new treaty of friendship which d the way for Romania to deal directly with the 15 Soviet republics. Moldova includes former Romanian territory seized by

the Soviet Union in 1940 and has a Romanian majority. The republic's nationalist leadership last year declared sovereignty and has said it wants to make the region an independent state.

Bulgarian students protest

Students in the Bulgarian town of Rousse began a sit in at their university to support calls for early general elections, Reuter reports from Rousse, Bulgaria. "We want parliament to resign immediately and new

parliamentary elections in June," Mr Plamen Yonchev. a student leader said. The students backed the main opposition Union of Democratic Forces which said on Monday that its members would quit parliament on April 19 unless elections were set for June.

An all-party caretaker administration has been set up to lead the country to new elections this year. The majority Socialists, who succeeded the Communists

have proposed only local elections for June with parliamentary elections being held in September.

Greek tourist

die in fire Thirty-six Greek tourists, including five children, were killed when fire roared through their bus in Istanbul, Reuter reports from Istanbul. The Greek bus driver, Mr Antonis Jiolas, 36, said an arsonist had set the vehicle

alight with petrol. There was no immediate confirmation that arson was involved and the Istanbul fire brigade chief gave a different account, saying the fire began in a kitchenette on the bus and spread towards pa seats and the driver's cab.

Sweet music

French musician Mr Pierre Amoyal recovered his Stradivarius violin that was stolen four years ago and promised to reward the Italian police by playing it in their honour, Beuter reports from

He flew to Turin to verify the authenticity of the 1717 violin which had been insured for the equivalent of \$1.7m when it was stolen.

The Francial Times (Europe) Ltd
Published by the Financial Times (Europe) Ltd., Prankfurt Branch, (Guiolettstrasse S4, 6000 Frankfurt-ammain 1: Telephone 069-73980; Fax 069-722677; Telex 416193 represented by E. Hugo, Frankfurt/Main, and as members of the Board of Directors, R.A.F. McClean, G.T.S. Damer, A.C. Miller, D.E.P. Palmer, London, Printer: Frankfurter Societaets-Druckerei-GmbH, Frankfurt/Main, Responsible editor: Richard Lambert, Financial Times, Number One Southwark Bridge, London SEI 9HL. The Financial Times Ltd, 1991.

Fall.

Registered office: Number One, Southwark Bridge, London SEI 9HL, Company incorporated under the laws of England and Wales. Chairman: D.E.P., Palmer, Main shareholders: The Financial Times Limited, The Financial News Limited, Publishing director: B. Hughes, 168 Rue de Rivoh, 75044 Paris Codex OI, Tel; (01) 4257 0621; Pax: (01) 4257 0629. Editor: Richard Lambert, Frinter: SA Nord Edsir, 15/21 Rue de Carre, 59100 Roubair Codex I, ISSN: ISSN 1148-2753. Commission Partlaire No 67808D.

Financial Times (Scandinavia) Oster-gade 44, DK-1100 Copenhagea-K., Denmark, Telephone (33) 13 44 41. Fax (33) 935335.

deposited in the accounts of the concerned foreign banks with the Kuwaiti Banks.

The Exchange of the New Currency Notes for the Notes withdrawn from circulation shall be

conducted at the Central Bank of Kuwait and the Banks operating in Kuwait. The Currency

Exchange Program shall be implemented in accordance with the controls and procedures set out

The Exchange Period starts as effective from 24/3/1991 up to 30/9/1991. But, upon the expiry of

the first FORTY FIVE days of this specified period (i.e. on 7/5/1991), the Currency Notes

withdrawn from circulation shall cease to be legal tender for the State of Kuwait and dealing with

Meanwhile, holders of these Currency Notes shall have the right to have them exchanged at the

cash windows of the Central Bank of Kuwait, to be founded at the Banks operating in Kuwait up to

30/9/1991. No exchange operation shall, under any conditions, be concluded upon the expiry of

Holders of such Notes outside the State of Kuwait can present their holdings of Kuwaiti Currency

Notes withdrawn from circulation to any of the Banks operating in Kuwait - whether through their

branches operating outside Kuwait, or through their correspondents - within the period as

These Notes shall be exchanged at face value. The relevant amounts of the Notes shall be

Meyer: conciliatory head of trade union federation

Unions now the loyal opposition in east German

The trade

dued demonstration, which included a one minute silence for the murdered Mr Detlev

German Treuhand agency, honoured today with a state funeral in Berlin.

The unions had not been alone in criticising the Treu-hand but the Monday demon-

strators were the loudest and angriest critics. Mr Franz

Steinkühler, leader of IG Metall, called the Treuhand a "slaughterhouse" and was accused of preparing the psy-

David Goodhart

says reform

Section 1

. . .

 $\pi_{A}(\{x_{i,j}\})$

T. 1894. ...

LE WELPALMAN MARIE IN

EUROPEAN NEWS

Another Britain and Ireland refuse to join continental producers in price warning to Brussels German

Competition split in EC power industry

By Andrew Fisher

deficit

GERMANY'S current account remained in deficit in February, as rising domestic demand after unification pulled in imports and kept

The two countries refused to The federal statistics office reported a DM1.7bn deficit after DM2.1bn in January, the first time there had been no surplus for six years. In February was those weeks sign a paper agreed on Monday by continental members of Eurelectric, the industry's rep-resentative body, which warns that opening the EC market to ary last year, there was a DMS.3bn surplus. Over the first two months,

that opening the EC market to greater competition could produce steep price rises and increase the risk of power cuts.

"Given that we have the [privatised] system that we have here, we are simply not able to sign that document," said a British industry official.

The paper, signed by contithe current account was DM3.9bn in deficit against a DM18.7bn surplus a year earlier.
The trade surplus was only DM2.6bn in February com-The paper, signed by conti-nental Eurelectric members

Leipzig said yesterday they would not, for the foreseeable future, be organising any more Monday unemployment demonstrations. The announcement came after this week's smaller and more subdued demonstration, which

DM2.6bn in February compared with DM1.5bn in Jannary and DM10.6bn in February last year. The January-February last year. The January-February rade surplus was down to DM3.9bn from DM23.5bn, as imports rose 19 per cent and exports fell 3 per cent.

The sharp change in Germany's trade and current account performance is one of the clearest indications of the economic upheavals caused by unification. East German demand for consumer goods has buoyed domestic demand at a time when foreign orders have tended to weaken, as the world economy slows.

tria, provides an appendix to a report submitted to the Euro-pean Commission by a commit-tee of EC electricity industry and consumer representatives. Eurelectric's failure to agree

a unanimous position comes at a sensitive time for the indus-try, when the Commission is preparing to use all the legal powers at its disposal to attack public gas and electricity monopolies and liberalise the EC energy market.
Even without the UK's signa-

twen without the UK's signature, the Eurelectric paper is the latest sign of the increasingly strained relations between power suppliers and the Commission. Brussels is considering whether to push for obligatory third-party

access, which would allow sion's legal action as "a first step in the direction of third party access." This would crelarge power users to buy elec-tricity from cheaper suppliers in other EC countries.

Last month, the Commission announced it had started legal proceedings against some national electricity utilities to remove cross-border monopolies, and only last Friday, Sir Leon Brittan said in a speech the Commission would con-sider using special powers to issue directives without the formal approval of member states in order to one up. states in order to open up

energy networks.
Mr Jean Bergougnoux, managing director of Electricité de France (EdF), Europe's largest electricity exporter, and chair-man of Eurelectric's energy section, deplored the Commis-

ate problems for suppliers and have "bad consequences for consumers", he warned. EdF officials said that utili-

ties would welcome free com-petition in electricity produc-tion, so long as monopolies in distribution were allowed. They understood why the interests of the British electric-ity industry should be different ity industry should be different from its continental counterparts, which practised more cross-border trade because there were more connections

party access "would seriously compromise the continuity of supply to consumers," because

small supply contracts would complicate utilities' efforts to correct technical failures. There was a risk of price vola-tility, which would put pressure on utilities to cut long term investments. They might prefer to build a gas-fired power station in three years rather than spend 10 years building a more efficient nuclear plant, it said.

It did not think the fact that the UK and Ireland had failed to sign the paper damaged the industry's negotiating position with the Commission. An offibetween their networks.

Eurelectric said that third cial said there had been no formal vote, and added: "It's normal in an association that sometimes you can't get all

By Nicholas Denton in Budapest

BRFTISH AND Irish electricity

suppliers have split from their continental European counter-

parts in a dispute over how to

introduce competition into international power distribu-

THE FIRST important political trial of members of Hungary's old communist regime began yesterday when two former security chiefs faced charges of allowing filegal phone-tapping.

Mr Ferenc Pallagi, former deputy interior minister, and Mr Jozsef Horvath, retired head of III/III, the notorious

department which dealt with dissidents, were accused by a Budapest military court of opposition parties.

Budapest military court or responsibility of bugging oppo-sition politicians.

Both were caught up in a scandal which afflicted the twi-light months of the regime. A parliamentary investigation found that leading Commu-

of opposition parties.

The defence – that the two men were just obeying orders – threatens to implicate several influential ex-Communists. Tomorrow Mr Miklos Nemeth, the former prime min-

week before the London inauguration of the European Bank for Reconstruction and Devel-opment, of which he is one of

Despite the court case, pressure for retribution has been weaker than in other east European countries and the authorities do not want a legal

Nevertheless, last month parliament voted to abolish the supplementary pensions which the party had given to its staiwarts. Also, the government has in practice discriminated against former communist administrators, forcing many

Hungary puts former security chiefs on trial

world economy slows.

The DGB is not shouting about its success partly because it does not know how solid union support is. It is also having trouble making a reality of west Germany's complex labour laws, now operating in east Germany, because of a lack of qualified union offi-

Mr Meyer accepts there is a "necessary contradiction" here. "It is a difficult situation for us

"It is a difficult situation for us but if we do not represent the feelings of our members then extremists will," he argues.

The takeover of the old east German unions by their west German equivalents is now complete. The DGB had been expecting east Germans to react against unions after their experience with Stalinist unions but to its surprise union membership — about 50

tmion membership - about 50 per cent of the workforce - is higher in the east than in the

With the Social Democratic opposition still weak the unions have become the unoffi-

But DGB pressure has beefed up retraining and job creation measures, helped extend Bonn money for short-time working, ensured that west German style redundancy pay-offs apply in the east, and will probably extract special provi-sion for east Germany's long-term unemployed. Some DGB officials also say,

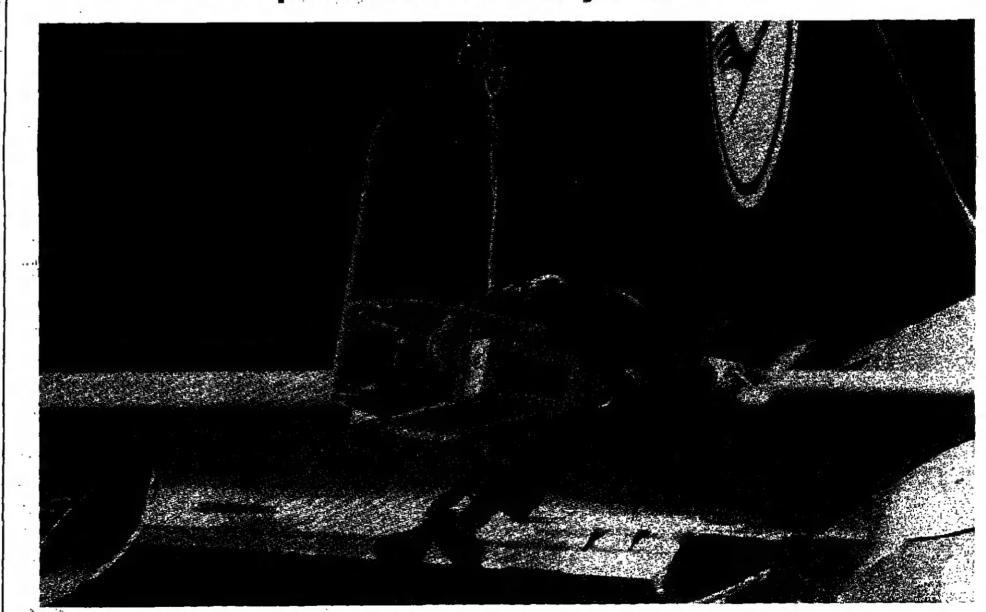
privately, that as a quid pro quo for backing the Bonn government's strategy in the east they will be expecting conces-sions on "anti-labour" laws, although Mr Meyer dismisses

such speculation. Mr Meyer is aware of the dilemma on pay levels: if har-monisation with west German levels comes too quickly it will be a disincentive to invest-ment, if it comes too slowly skilled labour will move west.

The two big east German agreements, for metal workers and public service workers, which phase in equal wages by 1994 and 1995 respectively, have been criticised as foolishly generous. But Mr Meyer says that when the absence of fringe benefits and differences in working time are taken into account, real earnings in east Germany will remain 30 per cent below west German levels in the mid-1990's. "This is necessary but is not

something we publicise in Ger-many," he admits.

His sensitivity to east German psychology also causes him to worry that the new emphasis on state-backed restructuring of companies rather than closing that which cannot be privatised — is again raising hopes of a painless transition. "I have never known a restructuring in west It's good to know that we always take our responsibilities seriously. Lufthansa.



It's even better to know there is one Lufthansa responsibility we take more seriously than any other: our responsibility to you. Because we realize that no other form of travel demands as much trust in all-round competence as the trust you put in an airline. That's why we invest more than DM 1.2 billion every year in an uncompromising servicing and maintenance system. And why over 11,500 technicians spend several years being trained in a system that sets.

worldwide industry standards. Their know-how is then translated into action with the aid of the very latest technologies. For instance, into probably the toughest engine checks anywhere in the world, at Lufthansa's own engine centre - the biggest of its kind outside the USA. Those are just a few of the reasons why so many people feel so confident whenever they fly Lufthansa to any one of our 188 destinations worldwide. Welcome on board.



DM500m injection for ailing companies

By David Goodhart in Bonn

EAST GERMANY'S two giant loss-making chemical compa-nies, Leuna and Buna, are to receive DM500m (2167m) in new investment, underlining the new priority to be given to restructuring rather than clos-ing unprofitable companies. The companies, which

account for a large proportion of industrial jobs in the state of Saxony-Anhalt, will each receive DM250m in credits guaranteed by the Treuhand, the agency charged with supervising and selling off east German industry. Lems is expecting to cut its work-force from 20,000 to 16,000

before the end of the year.
Further help to build up an efficient public administration

form of extra financial incen-tives for west German public officials to work in the e

According to Mr Hans Peter Stihl, head of the German Chambers of Commerce, more than 1m jobs have been created in east Germany in the past 18 months and DM25bn in new investment from German and foreign companies has been pledged this year.

But foreigners remain cautious about east German acquisitions, according to the Treuhand, which said yesterday that only 50-80 of the 1,000 privatised companies had been bought by foreigners. The French remain top of the list; the British are second. Bonn yesterday also announced a 15 per cent rise

consensus towards east Germany's problems.

Mr Meyer, 58, who took over at the DGB last May, is, typically for a DGB chief, on the right of the trade union spec-

trum, but by no means a gov-ernment yes-man. He had pre-viously led the miners union and has been a more articulate and critical DGB leader than his predecessor, Mr Ernst

"The fact is," he says, "the government has won our sup-port thanks to the change in their policies towards east Germany in the past two months". He adds that Bonn raised He adds that Bonn raised expectations far too high, should have acted earlier and could still do more. But because much of the DGB's own programme for east Germany has been adopted the least he can do is echo the employers and say "the right framework for east Germany is

looks at a policy which has placed organised labour at the forefront of both political protests and practical co-operation with the government chological ground for Mr Roh-wedder's murder. But Mr Heinz-Werner Meyer,

not join the Treuhand-bashing. He now credits Mr Rohwedder, a Social Democrat who knew the unions well from the steel crisis in the Ruhr, with Bonn's shift towards a "soft-landing" strategy for east Germany and believes he will be politically irreplaceable. Mr Meyer's comments are

not reflex pleties. In an interview a few days before the murder he condemned the creeping "irrationality" in east Germany, praised the govern-ment and the Treuhand and claimed that one of the unsung successes of unity is the high degree of labour-management

Germany without heavy job losses, we must not create a second wave of disappointment in the east," he warns. now in place". But if the DGB's official line

Hungarians allow

WORLD TRADE NEWS

'could disappoint developing states'

By Peter Montagnon, World Trade Editor

COMPLETION of the EC single market will add only Ecu7bn (£4.86bn) to the exports of developing countries, despite promises by Brussels that it would give their economies a ant boost.

This is the main finding of a new study by the Overseas Development Institute* which says increased exports of primary products and manufacgoods will be offset by losses through trade diversion, as Europe becomes more competitive and self-sufficient in some goods it now imports.

Specially vulnerable, says Mr Michael Davenport, a for-mer Commission official and one of the authors, are the newly industrialising countries of south-east Asia. Malaysia, for example, would suffer a net loss of of 0.9 per cent of its exports because of trade diver-sion. Even newly industrialising countries were now invest-ing inside the EC, as were some Latin American countries such as Brazil, Ms Shella Page,

his co-author, adds. The aggregate trade effect of the 1992 programme appears small, but Mr Davenport warned of a significant impact on specific countries, espe-cially those currently benefit-ing from billstent professorial ing from bilateral preferential arrangements with individual member states.

This includes not only the well-publicised case of bananas where Caribbean producers such as Jamaica and the Windward Islands are expected to lose ground to more competi-tive growers in Central America. Morocco would lose its preferential access to the French orange juice market and Ivory Coast a similar privi-

The study warns of Community-wide quota restrictions being introduced on products such as footwear, consumer electronics and ceramics. EC officials deny it will become a fortress in trade terms, but pressure for protection is increasing in the automotive and electronic sector, with a record number of anti-dumping complaints in the pipeline, Mr Davenport said.

Developing country export-ers could expect to be hit by tougher standards after 1992. These would constitute trade barriers in some cases, applying especially to wood, cut flowers and fish and fish products, which were becoming important exports for many developing countries.

*Europe: 1992 and the develop-ing world. Michael Davenport and Sheila Page. 19,95; Overseas Development Institute, Regent's College, London NWI 4NS.

Commissioners meet on Japanese car imports

By Andrew Hill in Brussels

EUROPEAN Commissioners concerned with the issue of Japanese car imports to the EC met in Brussels yesterday, to discuss the latest develop-

The meeting, postponed several times, gave the seven-strong group their first chance to talk about the issue since European car-makers pres-ented their proposals to the

The European industry's suggestions, urging control on Japanese car sales in the BC until the end of 1999, were not a separate item on the agenda.

But officials said the commis-sioners, who include those responsible for industry and the internal market, tax, competition, the environment, and external affairs, were likely to consider the industry's views when discussing, for example, EC manufacturers' ability to

adapt to new developments in the market.
Officials did not expect the decisions to be made public, and it is possible that the com-missioners will have to meet again before presenting any specific proposals to the full Commission.

EC single market | French win US helicopter gun deal

GIAT Industries, the French for the slowdown in the maker of tanks, guns and ammunition, has won a budget. Defence officials estimate French arms exports gun turrets for the US Army's latest light helicopter, its first big sale to the US, William Dawkins reports from Paris. The contract is vital to Gist

Industries' efforts to reduce dependence on the French army, which traditionally buys 90 per cent of its output. It is good news for the French arms industry, which is looking to exports to make up showed a sharp recovery last year after falling to FFr20hn, a

10-year low in 1989.

The turrets, to be designed, developed and made by Glat Industries, are to be delivered towards the end of the decade to Boeing and Sikorski, the leaders of the US consortium working on the \$33bm project. Five prototypes are to be delivered in the next four years. They are to house a 20mm double-barrelled gun, based on the Vulcan weapon used by Cobra attack helicopters, and which can be stowed inside the alrereft when not in use. It can fire equally at ground tar-gets or other abcraft. Glat Industries first entered

the US market late in 1990 when it acquired Fabrique Nationale Nouvelle Herstahl, the Belgian arms group. Its US subsidiary, FNMI, makes M16A2 rifles for the US army. The contract is a boon to the

financial hopes of Glat Indus-tries, which was last year turned from an agency of the Defence Ministry to a state body under autonomous man-agement, under instructions to make a profit for the first time in its history. Glat Industries made a loss

of FFr650m on sales of FFr6.5m in 1989 and aims to break even by mid-decade. The group's exports are negligible, though its Belgian acquisition sells more than 90 per cent of production abroad.

most curbs on imports to lapse By Nicholas Denton in Budapest

A HEALTHY current account has allowed Hungary to open up to almost all imports since the start of the year.

Ninety-nine per cent of appli-cations to import restricted consumer goods in the first half of 1991 were granted, according to Mr Janos Martonyi, state secretary at the Ministry of International Eco-nomic Relations. "What is going on now is de facto liber-alisation," he said of the almost automatic issue of

The government now had the option to abolish the global quota which limited the value of licences given out to \$640m (£383m) in 1891, Mr Martonyi

needed for only a tenth of imports: goods such as shoes, clothes, household goods and cleaning materials. Formally liberalised imports - the rest - are expected to account for 90-92 per cent of the total in 1991, against 70 per cent in

Ironically, further import lib-

eralisation may hurt some western joint ventures in Hun-gary which the government had attracted with privileged import conc

The Budapest authorities have only felt confident enough to accelerate import liberalisation since figures came through of a surprisingly healthy balance of payments so far this year. The current account withstood the move to world-market prices for energy imports from the Soviet Union to show a \$175m surplus in

Import liberalisation is cen-tral to Hungary's effort to bring down consumer price inflation from February's 32-33 per cent. Officials hope that cheaper imported clothes, shoes and electronics will lead inflation down in the second half of the year.

Wider availability of western goods for Hungarian currency also serves further to narrow the gap between its official and black-market rates, which has already shrunk to 10 per cent.

US technology comes under fire

Military bias could become a campaign issue, writes Nancy Dunne

has the enticing ring of a Democratic campaign theme. It evokes the alleged "missile gap" John Kennedy successfully exploited in his 1960 presidential campaign, when he promised to "get the country moving again".

country moving again".

Despite current euphoria over the success of US "smart bombs" and Patriot missiles in the Gulf war, reports have warned that the US has fallen behind Japan and Europe in developing a wide range of civilian technologies.

The most recant critique.

The most recent critique, from the Washington-based Council on Competitiveness, concludes that the US has fallen behind or abandoned one-third of the 94 technologies which will drive productivity, economic growth and competi-tiveness this decade.

The ideological divide between the Democratic Congress and the Republican White House has forestalled

The ghost of the Reagan White House still haunts those who propose anything smack-ing of an "industrial policy," or any spending programme designed to achieve through co-operation between business, government and academic nstitutions what the free market cannot.

It is political orthodoxy, which few in either party chal-lenge, that industrial policy involves "picking winners and

The only permissible excep-tion is for industries deemed vital to military security, for example, semiconductors, which received reluctant gov-ernment funding for the Sema-

tech consortium. Yet, as a Republican congressional aide noted, the US has a long history of successful industrial policies, embracing defence, space, and agriculture.

In his recent book, Cowboys and Samurai, Prof Stephen Cohen of American University noted that "Americans reject the notion that the proven ability of the US government to strengthen targeted sectors could be applied to civilian technology. A manifestation of

make a difference whether or not the US makes computer chips or potato chips.

He has also produced a "technology policy", giving support to "pre-competitive generic technology" which would benefit several industries

The administration has proposed \$76bn (£42.9bn) for research and development next year, but has not mounted spe-cial efforts to shift spending from defence and space to com-

The US House budget committee yesterday began debating a near-\$1.5trillion (million million) budget plan for next year, including funding for a "competitiveness" package put forward by House Democrats, Nancy Dunne reports from Washington.

Mr Leon Panetta, budget committee chairman, announced his plans after consulting Mr Richard Gephardt, majority leader, and other top Democrats. Mr Gephardt has pledged to detail a trade competitiveness scheme later.

A Gephardt aide said the Democrats were moving to change priorities in the president's budget, to provide \$100m more for Pentagon technology research and \$10m more than President Bush has sought for the Commerce Democraty.

Bush has sought for the Commerce Department's Advanced ology Program

The Democrats want hig increases for the National Science Foundation, National Institute of Health, Defence Advanced Research Projects Agency, National Institute of Standards and Technology, and export programmes.

this attitude is the fact that the closest Washington counterpart to Japan's Miti is not the Commerce Department, but the Defence Advanced Research Projects Agency (DARPA), the Pentagon's out-let for financing new weapons technology and dual-use tech-

nology."
The White House has not totally ignored the competitiveness threat. For this, much credit is given to Dr Allan Bromley, the president's sci-ence adviser, who convinced its inner circle that it does

mercial technology. It has agreed to spend \$150m on a programme to create a fibre-optic link between the nation's

Department awarded \$12m to five regional manufacturing advice centres to help US business adapt to high-technology processes, and gave \$9m for 11 research and development projects under the Advanced Technology Programme (ATP) to improve electronics manu-facturing techniques. The ATP was first author-

Last month, the Commerce

but the administration did not want to fund it the first year. Next year, its budget is scheduled to reach \$36m, about one fourth what the Pentagon

while these programmes will help, they total just a fraction of subsidies granted by Europe and Japan to industrial development, and will not produce tangible results by the 1992

Democrats are highlighting the connection between the success of US weaponry in the Gulf and the billions of government dollars poured into their testing and development. The linkage will be made between the US trade deficit and declin-ing number of manufacturing jobs.

Japanese trade practices have taken most of the blame. But increasingly, it has been noticed that US products are being outclassed because companies are slow to adapt new echnologi

The White House, reluctantly drawn to the competitiveness bandwagon, can be charged with a lack of leadership on an issue vital the country's economic future. The theme has already been tested by Senator Lloyd Bentsen,

another prospective candidate.
"What do you think would have happened if John Kennedy's Department of Commerce found America lagging in 10 of 12 critical technologies for the future?" he asks.
"He would have mobilised

every agency, every federal lab, major university and private enterprise in an all-out affort . . . to make America

Taiwan in drive to track down capital sent to China

TAIPEI is to punish companies that failed to declare their mainland operations by an April 8 deadline, in a late bid to control the flow of Taiwan-ese investment capital into China, Peter Wickenden

reports from Taipei.

Despite the ban on all investment in China, over the last four years thousands of compa-nies have shifted their operations there to escape rising land and labour costs and environmental protests.

The government now allows

indirect investment in China for 3,679 low-technology and labour-intensive items which can no longer be produced competitively in Taiwan. But it has never kept formal records on the volume and nature of

Offers of assistance to those registering their activities by the deadline, and threats of

punishment for ones later dis-covered, proved effective beyond expectation. By Monday, some 2.550 companies had come forward. Those that failed to do so, may be penal-ised. Penalties include restricting foreign exchange operations, cutting off credit, probing tax records, rejecting applications for overseas investments, and denying gov-ernment grants and subsidies. Companies that admitted making illegal direct investments will not be punished,

but will be allowed to convert these to indirect investment by setting up paper holding com-panies at a new semi-official Taiwan trade centre opening in Hong Kong this month. Total_value of China-ap-

proved Talwanese investment is estimated at \$2.2bn(£1.25bn) by 2,000 companies at end of last year.

BAHRA

NOW THERE'S NEW OPTION ON MARKET-EYE



Market-Eve . the information service direct from the International Stock Evaluate

now offers a London Traded Options price service.

Like our existing coverage of the equity and gilts markets the prices are in and offer a fast, flexible and inexpensive service.

Each equity option on the London Traded Options Market (LTOM*) has a page of prices devoted to it. American and European style FTSE 100 share index options are also quoted.

Prices are broadcast (over the BBC TV Network) direct to your monitor via a

To switch on to this new service phone 071-410 6888 quoting reference MTOFT4



*LTOM and Market-Eye are registered service murks of

the International Stock Exchange, London.



LEASING **AIRCRAFT FINANCE**

SENIOR CREDIT Package £70,000+

Due to expansion of their small ticket lessing portfolio, a major lessing specialist company based in London seek a credit expert. Candidates should be aged 35-40 years and possess at least tan years exposure covering new business underwriting, credit control, amears, litigation etc., gained from within small ticket/consumer finance

essential is at least three years senior management experience, strong people motivation/management and large computerised systems environment.

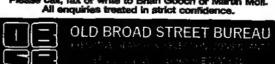
MARKETING - AIRCRAFT FINANCE Neg £50-£60,000 + High Bonus

We have two leading players, who specialise in providing innovative financial solutions, to complex high value cross-border aircraft financings, seeking to recruit. We therefore seek marketing orientated graduates, ACA's or MBA's aged 30-35 years, who can clearly demonstrate success to date in sourcing, structuring and selling down aircraft finance transactions covering senior debt, mezcanine finance and cross-border leasing.

EUROPEAN TAX - LEASING V. Neg £40-£60,000

A London based International leasing company seek a senior technical marketing executive. Candidates must be fully au fait with UK and Continental tax based leasing covering general plant equipment in the \$10m+ range. Fluency in French, German or a Scandinavian language

se call, fax or write to Brian Gooch or Martin Moll.
All enquiries treated in strict confidence.



ROBELL CAPITAL MARKETS LIMITED

Trainee Sales Professionals **Equity Derivative Products** (Japanese & European)

Robell Capital Markets is a young, innovative, and expanding organisation, specialising in equity derivative

There currently exists a number of vacancies for trainee sales professionals within both our European and Japanese departments. Candidates should be ambitious and well motivated individuals who wish to establish a career within this exciting and dynamic field. Aged between 20 and 24 with good interpersonal and communication skills, the ideal candidate will possess a good academic background (Degree or good A' levels) with a successful work record in a financial, banking or sales environment. A second language (French, German) would be an asset, but is not essential.

f you are looking for the opportunity to join a growing and nighly profitable organisation which rewards success, please write enclosing a current C.V. together with present salary details to, Anthony Wade, Robell Capital Markets Limited. 99 Gresham Street, London EC2P 2BR.

A career in international money and securities broking.

Our client is a large, very successful multinational money and securities broking company. To support the continuing growth of its international business, the company currently wishes to recruit recent graduates in a business-related discipline who combine language skills with an understanding of financial

Fluency in Japanese combined with experience in Japanese business culture, or fluency in Finnish and two European languages, is essential in addition to English.

If you can meet this demanding profile and are interested in these opportunities, please send your full cv to Media System, Cloisters Business Centre, 8 Battersea Park Road, London SW8 48G, quoting ref: 1991/FT. Your application will be forwarded immediately to the client's Personnel Director, unless marked "security check" and noting superately any companies to which it should not be sent.



MEDIA SYSTEM

CHIEF ANALYST

international investment publishing, software and services company seeks a Chief Equity Analyst who is a highly motivated team leader possessing strong inter-personal skills. Based out of London, you will manage 25 analysts in our European offices. Five years experience required.

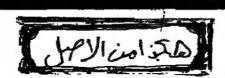
JUNIOR ANALYSTS

Junior Equity Analyst positions are available to work in our French, German and Scandanavian offices. A fundamental knowledge of equity analysis and fluency in the country's language and English is required.

Compensation commensurate with experience.

Please forward your CV and salary history, to Proteus Company, Ltd., 20 New Bond Street, London W1Y 9HF. Fax: 071 491 2054.

> **Appointments** Advertising also appears today on pages 14, 15 and 16



ians allow

WEINFALL APRIL 10 19

rbs on to lapse

tell finds

in the standard of product of pr the missions and consumers of the consum to the same of the

drive to track tal sent to Chin Section of the one party

ender

To Annual Control of the Control of

4.22.32

W amblin a

Proved de

The state of

with Take

, career in iennai money and sittes broking.

has be to the rune of

Persuturents Acres 118 يالناء أرأو داء destate on mer 14 15

Sire In

Last rites in sight for debt crisis Even cautious investors are now looking at Latin America, reports Stephen Fidler ATIN America is undergoing a process of profound change, says Mr Enrique Iglesias, president of the Inter-American Development Bank. Mr Iglesias is well-known as the region's unofficial ambassador abroad, — but he is right. The old model of Latin American development — of self-sufficient economies and an overweaning state presence in economic

weaning state presence in economic endeavour — is dead. In Nagoya, at the bank's annual meeting this week, they were dancing on its grave.

Every country on the Latin American mainland has already felt the shift in rhetoric. To a greater or lesser extent (depending on the country) this rhetoric is being translated into action. Proposition is being translated into action. Economies are being opened to the outside, serious efforts are being made to keep fiscal deficits under control and privati-

sation is everywhere.

Mexico this year joined Chile in demonstrating what serious economic demonstrating what serious economic reform can produce. Both may soon have a free trade agreement with the US. Even the conservative Japanese are showing some interest in investment in these countries for the first time since the debt crisis exploded in 1982.

THE International Monetary

Fund has sharply revised down its forecast for world growth this year, but it expects a strong rebound in 1992.

The Fund's latest forecast is

reported to show growth in industrialised countries declin-

ing to 1.4 per cent this year, compared with about 2.3 per cent in 1990. Last September, the Fund was more optimistic.

projecting growth of 2.4 per cent growth this year. The slowdown, however, is

seen as temporary with growth rebounding to 2.8 per cent next

The forecast was leaked to

Italian newspapers, and Fund officials warned yesterday that the numbers could be slightly revised before official publication later this month.

The lower growth figures partly reflect the depth of the US recession, which was not forseen last autumn. The Fund

expects US gross domestic product to fall 0.1 per cent this

year. This compares with a

in growth to 1.4%

Bush administration forecast

of a fall of 0.3 per cent. The Bine Chip private sector consensus forecast is for GDP growth of 0.1 per cent.

Next year, the Fund expects the US to share fully in world recovery growing at 2.8 per

recovery, growing at 2.8 per cent. The White House and

cent. The White House and Blue Chip forecasts are for growth of 3.1 per cent and 2.6 per cent respectively.

Only Japan and Germany will grow at rates of more than 3 per cent in 1991, it added.

The Fund's projections for growth in the industrialised world as a whole are also in line with private sector forecasts. Goldman Sachs, the Wall Street investment bank, for example, is projecting 1 per

example, is projecting 1 per cent world growth this year, the worst performance since the 1981/82 recession.

ernment to be rigorous in its plans to reduce the shortfall.

thing of the past. "What we have left is just the rump of the debt problem," said Mr Shaheed Hussein, World Bank vice-president for Latin America and the Caribbean. The problem remains in Brazil, Argentina, Ecuador and Peru but the Nagoya meeting has fostered hopes that even in economically devastated Peru the problem can be resolved. Nowhere is debt seen as the sole cause of economic malaise, it is largely regarded as another symptom.

Some fundamental questions remain, despite the more optimistic outlook. The successful economies, Chile and Mexico, were among the most autocratic of Latin American regimes in the 1990s. It is still not clear whether less anthorizarian regimes, in particular the struggling giants of Brazil and Argentina with their weak central governments, have the power to force through change over the heads of the powerful vested interests that oppose it.

It is also possible that the emphasis on privatisation which has swept the continent has been overdone, Privatisation is justifiable on the grounds that it frees the state to concentrate on activities which are more suited to it health,

frees the state to concentrate on activities which are more suited to it: health, The debt crisis is seen to be almost a poverty alleviation and infrastructure

development. This point is made repeatedly by Mexican officials, where in less than a decade the state has withdrawn from ownership of all kinds of enter-prises, including restaurants and disco-theques.

theques.

In Argentina and elsewhere, privatisation has been one way for a country to reduce its dabt burden to banks in a non-inflationary fashion, by swapping shares in the companies for bank debt. However, privatisation is no substitute for reform of macroeconomic policies or for the stemming of chronic fiscal deficits that can only be financed through printing money. Indeed, until fiscal deficits are addressed, only a few state enterprises may be attractive to buyers either at home or abroad. More significantly, without a background of economic stability and confidence, conditions for economic growth will not be in place.

diffions for economic growth will not be in place.

According to Mr Pier-Pablo Kuczynski of First Boston in New York, a Peruvian expert on Latin American economic issues, the problem in most of Latin America remains one of a shortage of savinga, by both government and the private sector.

This has been exacerbated by recent

efforts to bring fiscal deficits under con-trol. In trying to do this, the state – unable to raise revenues through taxes withdraws from spending where the economic pressure groups have no strong interest: from infrastructure development, health and education. But spending continues on bureaucracy and loss-making state enterprises. In this way, therefore, privatisation is helpful in breaking the power of special interest groups, but is not enough alone to bring economic success.

bring economic success.

There is an irony therefore. The state has to withdraw iron some fields, and assert itself elsewhere. Mr Kuczynski and others argue that Latin governments must be encouraged to save – in other words to abstain from consumption and to make long-term commitments to infrastructure development. In this, the IADB has significant potential in its traditional role as lender to state-sponsored infrastructure projects. Some people, including Mr Kuczynski, believe that the bank's preoccupation with supporting the private sector and its move into making loans for balance of payments support means that it is thus concentrating on the wrong issues.

IMF sees steep fall TV re-run ruling pleases no one

THE Federal Communications
Commission yesterday voted to
relax rather than repeal rules
which prevent US television
networks from sharing in the
\$3bn a year Hollywood profits
from the syndication of former
retine time shows prime time shows.

The three-to-two compromise ruling pleased neither the three networks, which had campaigned for the repeal of restrictions on their ability to produce shows and sell re-runs, nor the Hollywood studies and independent producers who wanted to keep the rules

intact.
The rules prevent networks acquiring financial interests in the syndication of television programmes produced by others, or retain an interest in the domestic syndication of their "in house" productions.

The commission voted to scrap the rules for all portions of the network schedule other than prime-time viewing. However, the networks will be allowed to fill no more than 40 per cent of their prime time schedule with "in house" proSubject to certain con-straints, the networks will be free to acquire all rights --including foreign syndication rights -- in outside produc-

tions.

They will also be able to retain all rights in "in-house" productions, including domes-tic distribution.

The original rules were adopted by the FCC in 1970, when the networks still had a stranglehold on prime time audiences, and were meant to ensure a fair sharing out of

Los Angeles police chief regains job

MR DARYL GATES, the outspoken Los Angeles police chief, has been allowed to return to his job after a suspension from duty amid an investigation into a controver-sial televised police beating of a black man, Reuter reports from Los Angeles.
The city Police Commission,

On Italy, the Fund said the public deficit remained the most worrying aspect of the economy and it urged the govwhich supervises police activi-ties, placed Mr Gates on paid leave from his \$168,000-a-year

post last Thursday for at least 60 days while it examined what it called serious allegations of

th called serious allegations of mismanagement against Mr Gates concerning the beating. But the city council, in a 10-3 vote which ignored strong objections by Mayor Tom Bradley, overrode the commission and agreed to a legal formula which allowed Mr Gates to return to work. The council return to work. The council said Mr Gates, 64, was forced to

given a full hearing.

The controversy divided the city into Mr Gates' supporters, including police and conservative groups, and those who say he must go.

An amateur cameraman sparked the furore when he videotaped white policemen beating Mr Rodney King more than 50 times after a car chase.

Cheney to recommend closure of **US** bases

PENTAGON officials said yesterday, that Mr Dick Chensy, the US defence secretary, will recommend this week closing or shrinking more than 30 major military bases in the United States, and will move later in the year to close or realign another 100 facilities overseas. Reuter facilities oversess, Reuter reports from Washington. Mr Cheney will hold a Pen-

ar Chency will note a ren-tagon news conference tomor-row the officals said, at which he will propose closing or reducing the size of several dozen bases within the US. The proposed closings will be part of large planned cut-backs in the US defence bud-

get. Mr Chency said in a speech on Monday that the 2m-mem-ber US military would shrink by 521,000 over the next six years, including a reduction in active Army divisions from 18

abroad must be closed. He aunounced last Septem he authorness last September that the Defence Department would close or reduce operations at 150 military facilities abroad, including 108 sites in West Germany.

And early last year Mr Cheney proposed a list of 55 cases in the United States to be closed or cut, but that plan died in a hallstorm of charges by Democratic members of Congress that it targetted their election districts. Cutting bases within the country is a move that tradi-tionally triggers political

uproar among members of Congress, who like the jobs and votes such bases bring in

their constituencies.

This time, however, President George Bush and Congress will have little opportunity to change the list, because of new rules essentially requirements are not constituent on the contraction of the con ing an up or down vote on the

Under new rules, a commission appointed by Mr Bush will look over Mr Cheney's list and then submit it to the White House and, later, to Congress. Rither can reject the list, but they may not change

US law does not require approval by Congress of changes at overseas bases.



Endars: sacked five ministers

Power vacuum forms in Panama

PRESIDENT Guillermo Endara of Panama has broken a decade-long centre-right alliance and created a power vac-uum in which the left-wing Revolutionary Democratic Party (PRD) may now play a

pivotal role.

Mr Endara sacked the five
ministers belonging to the centrist Christian Democrat party (PDC) in a cabinet reshuffle on Monday, along with the PDC heads of several state-run insti-tutions. "I have decided to gov-ern without the PDC, to put an end to the fight for political posts," he said. The cabinet is now domi-

The cabinet is now domi-nated by members of President Endara's Arnulfista party and of Mr Billy Ford's Molirena party. Mr Ford, planning min-ister, controls economic policy, and is pushing for rapid eco-nomic liberalisation and priva-tisation, despite strong trade union opposition.

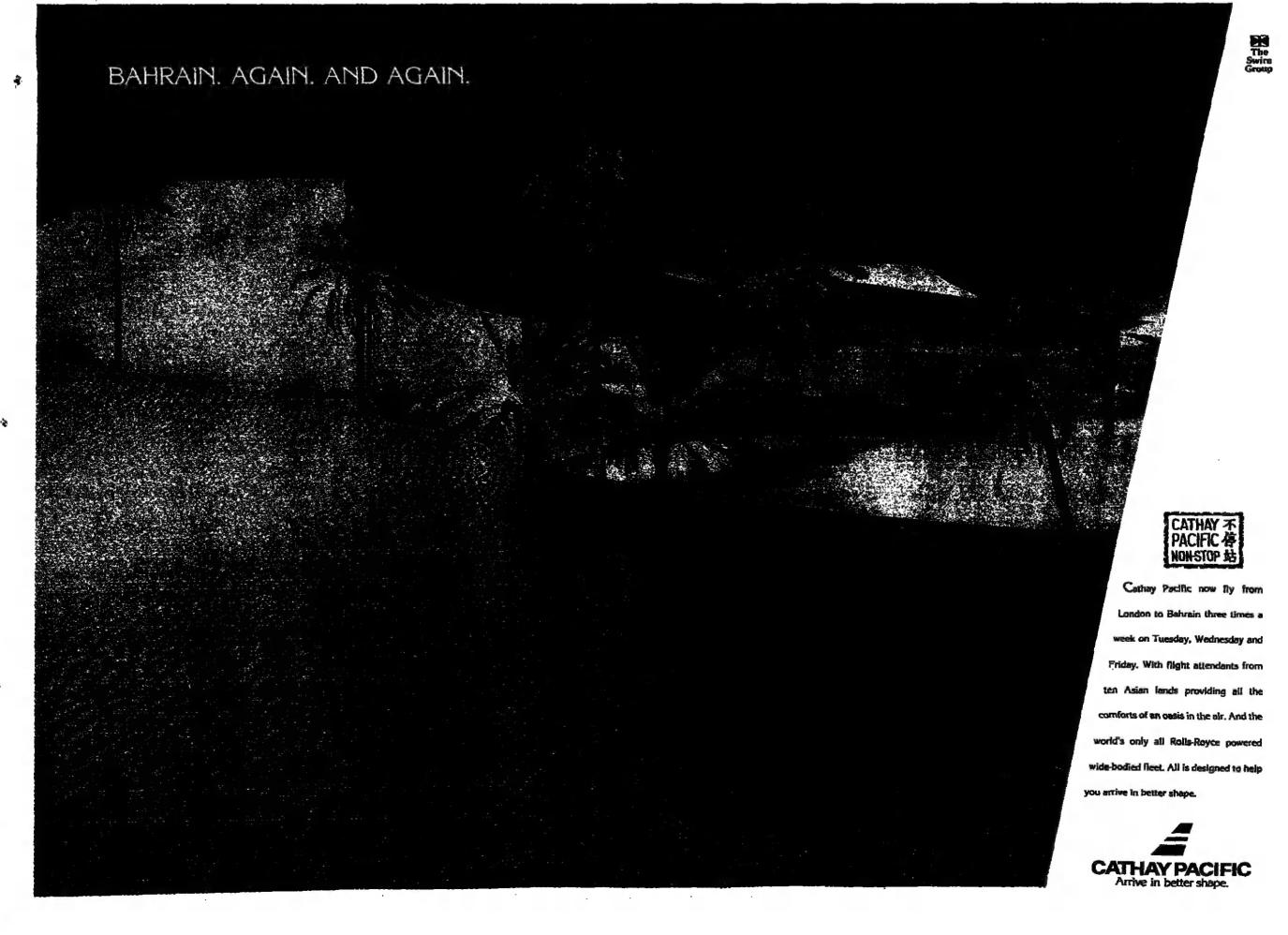
The ruling ADOC alliance

The ruling ADOC alliance split came after months of bickering over economic policy and the share-out of cabinet posts. Mr Ricardo Arias Calde-ron, PDC head, and ex-minister of interior and justice, said: "We shall now lead the demo-cratic opposition in Panama. We will be firm in opposition and subject all the govern-ment's policies and administra-

the split the government's insistence on channelling funds allocated to FDC-run ministries to meet foreign debt obligations. The PDC was alarmed by last January's by-election results, when the PRD won five of nine seats for the 67-seat National Assembly. the 67-seat National Assembly.
High unemployment and the
government's economic performance were widely hlamed for
the setback. The PDC believes
priority must now be given to
welfare and job creation, with
foreign debt rescheduling plans
taking account of these.
With the PDC expelled, the
government can no longer

government can no longer count on support from the party's 28 National Assembly deputies. The PRD, formerly controlled by Gen Manual Noriega, who was deposed by the US invasion in 1989, now holds the balance of power in the assembly, with nine sects. the assembly, with nine seats.

Mr Louis Martinz, an Endara aide, said: "We do not rule out a possible alliance with the PRD." Mr Arias said the PDC did not intend to ally with the PRD in opposition. He claimed the government had promised pardons to former PRD offi-cials under investigation for alleged crimes while part of the Noriega administration, to obtain PRD support in the



UN wrestles with human rights issue

By Michael Littlejohns, UN Correspondent, in New York

WITHIN DAYS of Irag's agreement to tough United Nations terms for a permanent ceasefire in the Gulf war, which the Security Council proposed yesterday to declare "irrevocable", member states were again confronted with the familiar legal conflict between the protection of human rights and the rule that bars interference in a state's internal

"That is the old problem with everything which refers to human rights," Mr Javier Pérez de Cuéllar, the secretary general, observed yesterday.

He said he shared the concern of the Europeans and others about the Iraqi minorities, and added in remarks to and added in remarks to reporters: I think that in the end the Iraqis will understand that it is even in their interest to have these people protected. After all, they are Iraqis whether they are Kurds or

None of the the European Community leaders appears to have addressed the dilemma of breaching sovereignty during their Luxembourg meeting on Monday. Asked if the British plan for a Kurdish safe haven did not constitute intervention in Iraqi domestic affairs, Mr John Major, UK prime minis-ter, replied: "No, it's protection

However, several members of the Security Council with national minority problems of their own are not eager to authorise the UN to go beyond what it is already doing for the Kurds on purely humanitarian

Yemen, the only Arab mem-ber, along with Cuba and Zimper, along with Caba and Zimbabwe voted against the resolution last Friday which condemned Iraqi repression and calling for an end to it. China and the Soviet Union abstained. This was an indication of the obstacles facing the British initiative. A minimum British initiative. A minimum of nine votes are needed for the

adoption of a resolution in the 15-nation Security Council. In an initial reaction, Mr Yaliy Vorontsov, the Soviet delegate, raised the sover-eighty question, asking rhetorically what the Security Council might do if it were confronted in some other country - unaccountably, he picked Brazil - with a problem comparable to the Kurdish

comparable to the Kurdish tragedy.

According to some UN authorities, the 1948 Convention on the Prevention and Punishment of the Crime of Genocide could be used in justification of stronger UN action to protect the Kurds.

Iraq has acceded to the convention which treats genocide, in peace or war, as a crime under international law which the signatories "undertake to prevent and punish."

A subsequent article pro-

A subsequent article pro-vides that a party to the convention may call upon the competent organs of the United Nations to take such action under the Charter of the United Nations as they consider appropriate for the pre-vention and suppression of acts of genocide".
Mr Pérez de Cuéllar said yes-

terday it would depend on the Security Council whether a possible breach of the conven-tion justified the creation of what he termed "a kind of an enclave".

internal affairs is also sanctioned if the Security Council international peace and secu-rity. The Council made such a determination in Friday's reso-lution on the Kurds. It did not simply call or urge but demanded that Iraq "as a contribution to remove the threat to international peace and security in the region, immediately end this repression. . . to ensure that the human and political rights of all Iraqi citizens are

Bush cautious on Kurd enclave plan

By Nancy Dunne in Washington

THE Bush Administration yesterday was publicly cau-tious about proposals to create sanctuaries for Kurds in Iraq and seemed anxious to find an approach which would not pro-

Mr Marlin Fitzwater, the White House press spokesman, said the proposal to create an enclave was "being discussed."
He added: "There are problems with it too. They don't know how they'd do it in the north, for example."
However. Mr. Dick Cheney.

However, Mr Dick Cheney, the defence secretary, while not referring specifically to the British proposal for an enclave for the Kurds, said yesterday that Iraq would have no choice about providing a buffer zone for the protection of refugees. Iraq had been warned not to interfere with airborne relief efforts for Kurdish refugees,

President George Bush, who hinted on Sunday that he would support the enclave by talking of extending UN peace-keeping activities to Iraq, yes-

terday refused to be drawn on the issue. Outside the White House, a group of Kurdish demonstra-tors called on the President to muster worldwide support for their people and to act to over-throw President Saddam Hus-

According to yesterday's Washington Post, State Depart-ment officials have decided that refugee sanctuaries should be established and oper-ated by the United Nations. proposals.

Although the White House had sought to prevent the frag-mentation of Iraq, they have begun to accept a temporary break-up as a means of undermining Saddam Hussein.

Mr Chency said yesterday that US troop strength in the Gulf was down to about \$50,000, and that if US forces

remained in the region it would be as a smaller, largely symbolic part of a peacekeeping force, Reuter adds from "The president has made it clear we want to avoid a per-manent, long-term US ground presence in the region," Mr

Cheney said. "It is conceivable that we would participate symbolically in some kind of peacekeeping force, but that is a separate proposition from having heavy brigades on the ground," he

The withdrawal of all US forces would not take place until the ceasefire was firmly in place, Mr Cheney said.

EC leaders unite in response to Kurdish crisis

had to try to save the Kurds," said a senior Commission official only half in jest after European Community leaders ended their Monday night summit in Luxembourg.

The belated realisation that the

plight of the Kurdish refugees provided a unifying focal point to a sumit whose broader original agenda, dealing with the external and internal implications of the Gulf war, was laden with potential discord.

As it was, the Community showed

itself "swift, generous and deter-mined" in its response to the Kurdish crisis, said Britain's prime minister, Mr John Major. His call for substan-tial aid and a haven inside Iraq for the Kurds were seized upon and endorsed by other EC leaders. Doubts that they might in effect be

Major shows a turn

By Alison Smith

of speed

THE proposal of Mr John Major, the UK prime minister, to create a safe haven for Kurds in northern fraq, seems a tailor-made attempt to

a tailor-made attempt to answer accusations of indecision which met his initial response to their plight.

The initiative accepted on Monday by the European Council was not a long-standing contingency strategy. It was an immediate reaction to a worsening problem and was in stark contrast to last week's announcement on humanitarian aid, which ministers emphasised came after weeks of planning on how to help the region.

enclave idea was not discussed between Mr Major and Mr Douglas Hurd, the foreign sec-retary, before Mr Hurd began his visit to China last week. d, Mr Hurd has been kept in touch with events through telegrams. Mr Douglas Hogg, the Foreign Office minister, has deputised for him in the discussions, going with the prime minister to Monday's EC council meeting in Luxembourg.

in Luxembourg.

The plan to create a safe area emerged finally only from a meeting between Mr Major, Mr Hogg and officials late Monday morning. The move was put in parallel to EC colleagues and the US so that no time might be lost in securing action.

action.

Despite the rapidity of the decisions, it is already clear that the UK envisages something more than a token initiative. Mrs Lynda Chalker, the overseas development minister, said yesterday that: "There is an overriding requirement for us to try to get a safe haven - not as a long term, but as a temporary measure until things settle down and there is a change of government in Baghdad." That temporary measure, ahe said, could last for some years.

And Mr Hogg made it clear that the safe area would probably have to be quite large, since "it would require UN observers in quite substantial numbers and their presence would have to be underpinned either by actual physical force or the prospect of it".

Despite the recognition that force might be needed, the plan is seen by the government as a development of the humanitarian aid which Britain began to send last week, rather than an involvement in Iraq's internal affairs.

week, rather than an involve-ment in iraq's internal affairs.

"We have, I think, the authority of the United Nations in the last resolution in order to ensure the safety of the Kurds and this is a method of deviaing that, delivering that," Mr Hogg said.

The UK seems convinced

The UK seems convinced that whatever its rhetoric might be, Iraq will ultimately find itself with no option but to agree to the plan. calling for the diamemberment of Iraq were dispelled by the knowledge that the real decision on a UN-supervised the Teal detailed to a Consulervised enclave for the Kurds would be for the Security Council in New York, not the 12 meeting in Luxembourg. EC officials started immediately

yesterday to plan how to raise and spend the Eculson (£104m) of sid pledged to the Kurds. Two-thirds of this is to come from the EC budget, and the Commission, Parliament and the Council of Ministers are to try to rush through an emergency Eculoum appropriation in the unleard of speed of two reachs. of two weeks. The remaining Ecu50m should come even more quickly out of

national exchequers.

Demonstrating new-found institutional flexibility, the nine EC countries that belong to the Western European Union (WEU) defence

organisation convened a brief - all of 15 minutes - meeting of the WEU and promised to co-ordinate military transport for the aid. A long-planned meeting of the chiefs of staff of WEU member countries in Paris today may member countries in Paris today may carry this co-ordination further. The EC believes its sid, to be channelled through the UN High Commissioner for Refugees, should go to Kurdish refugees in Iran. The US is expected to focus on refugees in Turkey.

Although an informal EC summit, such as the Luxembourg conclave, has no formal concluding communique, Mr Major got nods of agreement when he asked his EC colleagues: "Should we say here and now that

"Should we say here and now that unless the annesty [offered by Presi-dent Saddam Hussein] is made perma-nent, we will insist in the United Nations on the maintenance of all

sanctions on Iraq?" Some EC officials saw the mood of the summit as favouring keeping sanctions until President Saddam Hussein is removed, because only this would provide a credible guarantee that an amnesty would last.

amnesty would last.

However, a certain backpedalling could be detected on the question of a Kurdish enclave inside Iraq. By the time the summit ended, Mr Jacques Poos, foreign minister of Luxembourg which holds the EC presidency, was explaining that it was not necessary to environ a single zone, but "several to envisage a single zone, but "several areas in which it was temporarily pos-sible for humanitarian aid workers to enter, without dismantling Iraq". And the foreign minister of Belgium, which holds the UN Security Council presidency this month, was reassur-ing anxious socialist coalition partners back home that the EC was not contemplating military action to create the enclave. Only Mr Major hinted that the UN might endorse military action and that the enclave might

supply

(distants

rack

fraud

TITHE'S

encompass cities in northern Iraq.
Straying briefly on to wider Middle
East issues, EC leaders decided that Mr Jacques Santer, the Luxembourg prime minister, and Mr Jacques Delors, president of the Commission. should take a two-pronged message to President Bush in Washington this President Bush in Washington this week. First, the BC applauds the renewed US effort to broker peace between Israelis and Arabs. Second, when a wider peace conference becomes necessary, the Community wants to be fully involved, as much as the US or the Soviet Union; otherwise, Burope will not play its part in providing aid or security guarantees.



The reservoirs are threat-ened because the fires are depleting them far faster than during normal production creating a near-vacuum under-ground which in some cases is

ground which in some cases is sucking in salinated water to contaminate the oil.

The minister was speaking during a visit with Mr Peter Lilley, the British trade and industry minister, to an oil well in the al-Ahmadi cliffeld, where a fire has been extinguished by Texan oil fire fighter Mr Red Adair.

The fire is only the second to be put out since Mr Adair and three other US companies embarked on the task of controlling the fires four weeks ago. A further 23 gushing wells, which the Iraqia had failed to ignite, have been capped.

capped.
Mr al-Almeeri admitted that

progress had been slow but attributed this to the delay in getting equipment and huge

fires. The amount of hardware in evidence yesterday at the extinguished al-Ahmadi well gave some idea of the difficulgave some mea or the dimen-ties. Next to a vast lagoon of water sat six large earth-mov-ing vehicles, five water tank-ers, two mobile cranes and dozens of off-road vehicles, all assembled for the task of put-ting out one of the smaller

The work has been compli-cated, particularly in the oil fields south of Kuwait City, by the thousands of unexploded allied bombs littering the area, where there were extensive Iraqi defences during the

Mr Lilley and a group of British businessmen are on a three-day flag-waving visit simed at bolstering the pros-pects for UK contractors in the



The webbing around relief supplies destined for Turkey is checked aboard an RAF Tristar at Brise Norton, England, yesterday

Logistical problems mount in efforts to save Kurdish lives

Relief workers' ingenuity faces an uphill struggle against bureaucracy

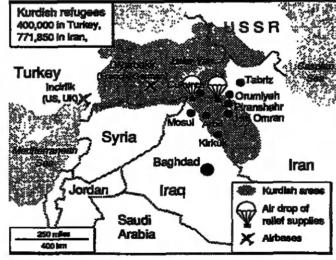
yesterday searching the shops of Cukurca for plastic sheeting, for the thousands of Iraqi refugees now sleeping in the open on the Turkish-Iraqi border. For all the publicity of this drops, immediate relief for the estimated 280,000 refugees who have aiready fled iraq, following the sudden collapse of the Kurdish rebellion, will probably depend on the ingenuity of relief workers such as Mr

The logistics remain considrable, perticularly with Tur-key sticking to its policy of confining the refugees to the border areas, where roads are narrow and often impassable as floods follow the malting of

The United Nations has launched its appeal for Turkey but so far only 12 trucks have arrived, four days after leaving Ankara. UN officials confirm that stocks in Ankara are all but depleted – the provisions were delivered on the basis of earlier projections of aid for

ister of state in charge of the relief effort, yesterday critic-ised western governments for their slow response to the cri-

As for the airdrop, poor visi-bility yesterday meant the



pilots of the British Hercules were unable to pin point the

west that we want from the drops.

With Turkey expecting another bumper harvest, local food procurement should be possible. Since Turkey's transport industry was so badly hit by the trade sanctions against Baghdad, it would be only too happy with the extra business. Yesterday tents for a 1,500-bed field hospital, supplied by the Turkish health ministry were still on the road between Hakkari and Cukurca, five days out of Ankara.

The UK relief operation is already meeting difficulties. Customs officials at Diyar bakir, the provincial capital said the aircraft would take sald the arcraft would take three days to clear. The assis-tance – tents and blan-kets – is now being shuttled overland from Ankara the capi-tal. Yesterday, the embassy said it did not know where the The problems of supplying

these remote points will no doubt harden the position of those backing the idea of creat-ing a safe haven for the Kurds

in in northern Iraq.
Mr Lionel Rosenblatt of Refugee international, a Washington-based lobby group, said there was a successful prece-dent for the British proposal of an enclave for the Kurds such Cambodia border for refugees following the 1975 seizure of power in Cambodia by the

Khmer Rouge.
However, he said it depended on securing the confidence of At Çukurca yesterday Mr

Gaiser, a health worker with the New York based International Rescue Committee, was trying to assess the needs of the estimated 40,000 camped in the estimated 40,000 camped in the mud, many still dressed in the office clothes they left in. "I'm just doing my bit to help," said Mr Gaiser, pulling the tarpaulin off one of the 12 UN trucks which arrived here Sunday but which because of hyperterrate delays have still bureaucratic delays have still to be distributed. From the mayor's office, sup-

From the mayor's office, supplies were being unloaded onto smaller vehicles to make the extra mile up the mud road to the camp at Border Gate 49.

Meanwhile, refugees who had sneaked past checkpoints, were milling round the telephone office trying to ring a cousin in Canada. Others were trying to persuade shopkeepers to take their Iraqi dinars.

rebuilding effort. Mr Lilley, who met Sheikh Saad al-Sabah, the prime minister, and other ministers, said the Kuwaiti government was "very keen Britain should play a part in all aspects of Kuwait's reconstruction".

IMF, Egypt in \$350m accord

A top-level IMF team returned to Washington yesterday after reaching broad agreement with Egypt on a new \$350m (£198m) standby loan and reform programme to be approved by the Fund's board before the end of May. This will open the way for further Paris Club rescheduling of about \$10bn Egyptian debt, including arresrs.
Under the accord, Egypt will

liberalise its exchange and interest rate systems, raise energy prices, cut the budget deficit, and bring in a new sales tax.

The pact paves the way for forgiveness by western credi-

tors of a large part of Egypt's \$36bn foreign debt. Cairo wants more than balf its official debt forgiven along the lines of a recent package with

Egypt's last IMF agreement concluded in 1987, collapsed before the end of the year. But Fund officials are more hopeful this time, saying the new programme is accompanied by substantial World Bank and other aid to bolster Egypt's reform programme.

Buoyant exports lift South Korean economy

SOUTH Korea's economy is srowing faster than expected, growing faster than expected, but inflation remains a con-cern and the trade account is heading for a record deficit in the first half of the year, Mr Choi Kak Kyu, deputy prime minister and minister for economic planning, said yester-

day. He forecast GNP growth of 8 per cent this year, compared several years of large sur-with original projections of 7 pluses, is forecast to reach a

By Angus Foster in Hong Kong

THE judge in the trial of Mr Ronald Ll, jalled former chair-man of the Hong Kong stock exchange, misdirected the jury, an appeal hearing was told

Mr Li was jailed for four

years last October after being convicted of corruption. He was also ordered to pay costs

and return HK\$860,000 (£62,000)

Mr Anthony Scrivener QC, counsel for Mr Li, said at the

opening of Mr Li's appeal yes-

in share profits.

per cent. He said buoyant exports and industrial produc-tion lay behind the revision. The Economic Planning Board reported exports of \$15.3bn in the first quarter, a 10.2 per cent rise on last year. Industrial output rose similarly in the first two months. The current account, which moved into deficit in 1990 after

have been unsatisfactory

because the trial judge failed to give proper direction to the jury. He said the prosecution's

case had been narrowly drafted

but was widened in the course

of the trial and this may have

confused the jury.

Mr Li is appealing against conviction and sentence on

two charges of accepting shares as a reward for helping with, or not obstructing, the

stock merket listings of Cathay

deficit of \$4bn for the first six months of this year. Initial pro-jections of a \$3bn first half shortfall have been revised upwards as a result of surging imports of machinery and

An EPB official said the widening deficit was not causing too much concern. "We need to import machinery to improve productivity and efficiency," he said, adding that the deficit

terday that the verdict may Pacific Airways and Novel a wider concept of the shares

Facinic Airways and Novel Enterprises, a Hong Kong knit-wear company, in 1986 and 1987 respectively. The appeal is being heard by three high court judges and is likely to last a week. A ruling is expected early next month.

Mr Springer said Mr Li mas

Mr Scrivener said Mr Li was charged with accepting shares as a reward, which implied it was for his past help to mer-

chant bankers when he was chairman of the stock exchange. But during the trial

Li trial judge 'misdirected jury', says QC

would narrow in the second half as a result of stronger exports and lower oil imports. But inflation continues to be a problem. Consumer prices rose by 4.9 per cent in the first quarter, almost half of the gov-ernment's 10 per cent inflation target for the full year.

The big jump in consumer prices is worrying the people and hindering control of wage increases," Mr Choi said in his

being accepted as a "general sweetener", designed to keep Mr I.i "sweet" in future, was

Mr Scrivener said the trial judge failed to give the jury proper direction that they should be satisfied the shares

were a reward for past ser-

were a reward for past services. The judge also failed to adequately explain the concept of a reward, as opposed to a gift or loan, according to Mr Scrivener.

introduced.

report to Mr Roh Tae Woo, South Korea's president. Mr Choi said the government Mr Choi said the government remained committed to its inflation target and was taking steps to curb the rise in prices. These include tightening the money supply, freezing utility rates until the end of June, reducing inter-city phone charges and increasing imports of agricultural products in short supply.



De Klerk plan to end race classification

THE South African government published a draft law yesterday to end race classification, the basis of the 43-year apartheid system dividing ruling whites from the unenfranchised black majority, Reuter reports from Cape Town.

The six-line monosal which The six-line proposal, which is almost certain to be passed by the National Party-dominated parliament, implements the last of several sweeping reforms announced by Presi-dent FW de Klerk on February 1 this year. It proposes repeal of 10 laws enforcing race classi-fication at birth and amendments to four other laws to remove sections concerning racial definitions.

The Population Registration Act allocates everybody to one of 10 racial categories and has been used to split families, with parents and children forced to live in different areas. The repeal bill adds, however, that while children born after its passage through parliament will not be classified by race, government can con-tinue on the basis of existing

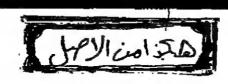
"Notwithstanding the repeal of the Population Registration of the Population Registration Act, 1950, anything done in tarms thereof shall. . remain in force as if the repeal had not taken place," the bill says.

A government official said this section meant that segregated education and whitesonly elections could continue until a new constitution is asseed and implemented. agreed and implemented.

Mr de Klerk has promised to negotiate South Africa's transi-

negotiate South Africa's transition from white rule to democracy, including full political
rights for blacks, who cutnumber whites by five to one.
In February he also promised
to repeal residential segregation
and an end to land spartheld,
which reserves 87 per cent of
the country for white farmers.
"The South African statuts book The South African statute book will be devoid within months of

Mr de Klerk's reforms enraged the white right, but western governments quickly signalled approval by promising to review anti-spartheid sanctions when all the changes had been put to parliament.



line plans to set up a new plant at Crewe, in the north west.

Ogihara, a steel manufacturer regarded as a potential supplier of steel pressings to the Toyota car plant being constructed in Derbyshire, blamed the UK recession for not going ahead. The project, first unveiled in the middle of last year, had been expected to create 350 jobs. However, it remained unclear yesterday whether Ogihara was abandoning the project or looking for a ing the project or looking for a site elsewhere.

While Jaguar would not dis-cuss details of the Nippon-denso contract yesterday, the Japanese company's systems are expected to be installed in the current XJ6 model's replacement, which is due to enter production in four to five

years' time.
The decision will be unwel-

to track

EC fraud

and drugs

come to Valeo of France, whose Delanair subsidiary supplies air conditioning systems plies air conditioning systems to the current Jaguar range. Jaguar's current output of cars is relatively low – an expected 35,000 this year. But Jaguar hopes the smaller car range it plans to produce at the end of the 1000c will lift current of plans to produce at the end or the 1990s will lift output to about 150,000 units a year.

Air conditioning is among the most complex of all car component systems, with high added value for its manufacturer. It is also widely considered to be one of the relatively few very high growth sectors for components are the for car components over the next few years, as its popularity in Europe spreads down-wards from the luxury car sec-

Last year, when unveiling the Telford project – a joint venture in which Fiat's Magneti Marelli components company has a 25 per cent stake – Nippondenso forecast that rising European demand for air conditioning systems would allow Telford output to reach 400,000 mits a year her 1995 400,000 units a year by 1995.

It also became known yesterday that the Telford plant's first contract is to supply air conditioning systems for the Rover 17/18 models – the Rover 800 executive cars' successors which are being launched in the autumn Nippondenso is already supplying such systems from Japan, but will switch when Telford output comes on stream in the middle of next year. The plant is expected to employ 450 in full production.

UK customs | Union leader deals blow to Labour's

By Michael Cassell, **Business Correspondent**

Britain's Customs and Excise yesterday pledged itself to increase the effectiveness of its tax collecting activities and to step up its efforts to prevent and detect drug smuggling. The proposals mean that the

department will boost the numbers employed in Value Added Tax (VAT) and car tax collection by more than 500 over the next year to reach 12,589. Nearly 1,000 further jobs will be added by 1993-4.

Customs and Excise also intends to step up its efforts to tackle revenue fraud, both against the UK exchequer and the EC budget, which would include the Common Agricul-

ture Policy frand.

The number of full-time jobs in the Customs division will fall back slightly, however, to nearly 11,295 by the end of 1991-2 and to 10,619 by the end

The changes in staffing levels form part of the department's three-year management plan published yesterday, for-mulated to see Customs and Excise through the completion of the European single market.

department's transition to executive agency status under the government's Next Steps

The initiative is intended to improve standards within those parts of the civil service which directly serve the pub-

Customs and Excise has been given a budget for 1991-2 of £629.8m, an increase of nearly nine per cent on the previous twelve months. In return, the department's

28.905 employees were expected to raise revenue of more than £62bn on behalf of the exchequer, a figure which will be considerably higher as a result

of the taxation changes amounced in the budget. Sir Brian Unwin, the chat-man of Customs and Excise said yesterday: "The budget proposals will have a signifi-cant impact on our work, espe-cially in the VAT area where we have the first rate change

for 12 years". Customs and Excise will also be enforcing import and export prohibitions and restrictions. For example, on arms and ammunition, and implementing changes to the way its col-lects and controls VAT, excise duties and trade statistics on intra-community trade arising out of the single market.

wage policy

By Michael Smith, Labour Correspondent

THE opposition Labour party's hopes of presenting a united front with trade unions on wage bargaining in the next election were dealt a severe blow yesterday when Mr Bill Jordan, AEU engineering union president, said there were significant problems with the party's plans for

He said Labour and union leaders would have to spend considerable time on the plans before they could be presented as a credible policy. Mr Jordan also outlined his

union's opposition to contro-versial clauses on co-ordinated pay bargaining and a national minimum wage in a Trades Union Congress paper which unions are being asked to endorse today. The stand by the ABU, one



Jordan: questions Labour party policy

of Labour's strongest support-ers, is the most significant indication yet of deep reserva-tions among unions about the party's reform plans. It weak-ens the likelihood of unions being unable to agree a united policy on the issues.

The divisions will grow as

the party develops more detailed policies. Wage bar-gaining is likely to be the most controversial Issue at Septem-

ber's TUC congress, assuming it precedes an election.
The paper being presented to today's meeting of the TUC economic committee follows last year's congress decision to examine systems of co-ordinated bargaining, common in

European countries The review was launched in spite of fears that co-ordinated bargaining could lead to a-form of incomes policy of the type introduced by Labour in the late 1970s.

SECRET RECORDING



order (no bigger shan a cigarette pack) will give you an accurate, dependable re calls that are made by saping them a

Communication Control Systems, Ltd.

Britain seeks better criminal record in world league

Start of the first UK national Crime Prevention Week, a high-profile bid by the government to mobilise the public, industry and other interests against crime. Crime Prevention Week has

plenty of raw material to work on. Last month's crime figures for England and Wales showed that offences recorded by the police increased by 17 per cent between 1988 and 1990 to a record 4.5m.
The reality is even worse

Most crimes are never reported to police. That applies particu-larly to vandalism, straightforward thefts and other incidents where the victim sees no hope of the offender's being caught. To discover the true level of lawlessness, households have been interviewed on their expe-riences of crime for the British

Crime Survey.

The results suggest that a remarkable three fifths of remarkable three fitths of crimes are not reported and only a quarter of offences finish up in official police records. Crime has, by any measurement, increased remorselessly since the 1950s – by an average 6 per cent a year in terms of offences recorded.

The figures take no account of the equally important finan-cial cost of crime. It is esti-mated to cost industry between 25bn and £10bn a year — pri-vaie-sector security alone cost £1.6bn in 1988-89. Insurance companies paid out more than film a day on thefts from



Victims of crime as percentage of population in 1988

Source: International Crime Survey

Chief constables believe some public concern about crime may reflect misunder-

standing about the nature of offences and victims. Violent

service, staffed by specialists in every aspect of natural gas and its

applications in industry. The technical and practical support of

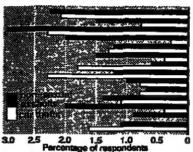
our Research and Technology Division helps companies improve

design a specific solution to meet your requirements. We can then arrange for installation, commissioning and maintenance of the system.

At your request, we will assess your needs and recommend or

the performance of their plant and lower unit costs.

homes last year.



England & Wale France Scotland Belgium Norway Finland Switzerland

is the main area of public anxiety, constitute only 6 per cent of crime. Men aged under 30 are the most likely to be vic-tims of violent assaults, with many incidents happening in

Women who live in fear of murder should, in statistical terms at least, keep careful watch on their nearest and dearest. Nearly half the 234 female homicide victims in or other present and former partners, and another 17 per rity, but refuses to take all the blame. The Society of Motor cent by parents or family mem-bers. Women knew their assail-Manufacturers and Traders points out that the same models of car are five times more likely to be broken into in Britain than in Germany. ants in 76 per cent of assaults. In international terms, Britain is middle-ranking in the crime league. The chances Why? Social causes of crime became the subject of much debate with the growing con-sumerism and widening disparof being an assault victim are considerably lower than in most countries, while pros-

pects of suffering a motor-vehicle theft are high. ities of income and wealth that occurred under Mrs Margaret In 28 per cent of burglaries Thatcher's governments. High crime rates are a common feature of areas of social deprivation. More broadly, some Home Office analysts believe property crimes tend to increase during recessions and decline when the economy improves in London last year the thieves just walked in. This type of opportunistic crime is the target of the government's "Together we'll crack it" crime prevention campaign, of which Crime Prevention Week is the latest element. It has generated improves. One of the most striking social factors about crime is the age of offenders. The peak ages for offending are 15 to 18 for boys and 15 for girls. And

neighbourhood watch schemes, trime-prevention panels, crime-reduction programmes and expenditure of £11.5m last year on combating crime. Critics say many such of these ventures do more to amuse participants than make any serious impact on reducing crime, but the government is persisting as a way of main-taining to maintain public awareness of the issue. Minis-ters are looking to industry, architects and others to make everything from cars to hous-ing estates more crime-proof. Mr Kenneth Baker, the home

offences.
It still appears that locking up valuables is a more successsecretary, has asked car indusful crime-revention strategy than locking up petty thieves. try representatives to discuss with him ways of improving vehicle security.
The motor industry says it is trying to improve vehicle secu-

Alan Pike

once young offenders embark on a life of crime, prison does

little to divert them. Half of all imprisoned offenders reconvict are convicted again within two years of release.

The government, in recogni-tion of that, is trying in its Criminal Justice Bill new

before parliament to reduce the use of custody for minor

Use it to increase vour productiv FOR INDUSTRY AND COMMERCE British Gas HE Resource of British Gas can directly affect We can also help arrange finance, and even train your manufacturers' ability to improve productivity, by increasing efficiency staff in the most efficient use of gas. and product quality while at the same time reducing running costs. Whether you buy gas from us or not, the Resource of British Gas It represents two inseparable qualities, the proven benefits of the is a vast bank of knowledge for you to draw on. Put it to work for fuel itself combined with the unrivalled experience of British Gas as a you and start increasing your productivity, company. A unique combination offering an unequalled nationwide To: Mr. 1.G. Whittome, Room 537, British Gos ptc, 326 High Holborn, London WCTV 7PT. Send me a copy

of your Resource brochure. Arrange for me to be contacted by a member of the Resource team.

ns allow

DISTRICT APRIL 10 by

Hungare O With the State of the The take of Trank to 19 Res rive to trad sent to Chi

51:5m Steph

Comments of the second

The particular of the particul

1 7.00 花 香香

..... a rapini d

and the debt

1 19 1.1.75 31

A. 11 20

ं संस्थि

and the state of Lat.

reer in al money # * es broking.

SYSTEM -ANALYST The state of the s A STATE OF THE STA

ALL STATES

118 1 28 15

The State of 1. 1. 100

AVALISTS AVALISTS -- :=

miment ertising William. an on 4 14.

INTELLIGENCE KIT

TELEPHONE users yesterday threatened not to pay their full telephone bills after it emerged that British Telecom, the UK network, was planning to overcharge customers about £80m through extra tax charges over the next three months.

Ms Vivienne Peters, executive secretary of the Telecom-munications Users Association, which represents BT custom-ers, said that she and her colsagues would be deducting the extra Value Added Tax (VAT)

paying BT.
Oftel, the telecommunications regulatory body, also called on BT to explain why it was charging the new VAT rate of 17.5 per cent on all bills issued after April 1, even if the calls were made before the new rate came into effect.

BT said that it would not be keeping any of the extra £60m for itself, but would be passing all of it on to the Exchequer. It said that it had been forced to charge the new rate of 17.5 per

last month's budget, because
Customs & Excise had not
given it enough time to alter
its computer programmes.

It said that, if it had not

BT said that it had asked charged its customers the

higher VAT rate, it would have lost the £60m itself - a sum which represents about a week of BT's pre-tax profits. While of BI's pre-tax proms. While accepting that in principle it was wrong that customers were being charged the higher VAT rate on calls before April 1, BT is understood to feel that it should not be forced to pay

Customs & Excise for a six week extension before the new VAT rate was applied in which to reprogramme its computers, so that they could cope with applying the old rate of 15 per cent for calls made before April 1. The government refused this extension.

Ms Peters accused BT of being "very disloyal to their

customers". She said the com-pany had taken the easy way out and that once again the

user was being "clobbered". Ms Peters said that BT could protect customers from the extra VAT payments in a number of ways: either they could reprogramme their computers and send their bills out a little later, or they could charge a VAT rate which varied between 15 per cent and 17.5 per cent according to the proportion of calls made before April 1.

Rescued by the 'do nothing' department

Michael Cassell on a rare decision to give a government grant to a struggling company

HE "do nothing" Department of Trade and Industry, as it is labelled by its detractors, is not best known for helping to bail out with public funds alling subsidiaries of large, successful businesses.

cessful businesses.
But the provision of a £2.9m grant to help rescue a manufacturing company in the north of England has effec-tively cocked a snook at its critics. Whether the wind of hange in the highest levels of government, or mounting attacks on its alleged failure to support manufacturing industry are having an effect,

The grant, one of the largest recently provided by the DTI under its regional selective assistance scheme, has saved more than 700 manufacturing jobs at one of the three biggest employers in Rochdale, where unemployment is already over 11 per cent, creating new jobs in a company which appeared

to have no long-term future.

The injection of funds into
TBA Industrial Products, a
wholly-owned subsidiary and
an original part of T&N Group,

the 120-year old international automotive components and engineering business, follows a short but intense campaign by the company and local MPs.

The decision has helped save a business which exports half

its £35m annual turnover and contributes a net £15m a year to the country's balance of pay-Mr Bob Bates, TBA manag-

ing director, said: "Companies facing the sort of problems we confronted can go downhill very rapidly. Now I am certain we have a bright and secure future. The workforce and the town is delighted".

Mr Bates took over last year, and found the business strug-gling to make minimal profits ging to make minimal profits
under the historical burden of
high overhead, fixed costs — it
operates from a 1m sq ft, former cotton ntill — and facing a
steady falling off in sales in its
traditional markets.

Tighter controls on the use
of asbestos, the core of its manufacturing operations, had

ufacturing operations, had proved a bombshell, said Mr Bates and the company's "scat-

ing. The process of corporate decline, which had reduced the workforce from a peak of 2,700,

Mr Bates immediately rebuilt his hoard, lopped 80 staff jobs and drew up a three-year investment plan, costing nearly £16m, aimed at modernising the premises and introdu-cing new plant and equipment. The company had already identified three principal mar-ket areas upon which it

intended to concentrate, and now decided to focus on highgrowth, niche markets within them. TBA manufactures industrial textiles - including a range of fireproof clothing and bullet-proof vests for the Army - industrial sealing products and a number of composite materials, some of which are used in heat shields by the

utomotive industry. T&N operates rigid and demanding targets governing returns on investment and, given its susbidiary's performance, it was not prepared to advance all the required funds. The choice facing Mr Bates and colleagues was stark; to the additional cash else-

where or watch the business fade away. There was, he insists, no binff involved.

The company enlisted the help of Sir Cyril Smith, the heip of Sir Cyril Smith, the
Liberal Democrat MP for Bochdale and Mr Geoffrey Dickens,
the Tory MP for the adjoining
Littleborough and Saddleworth. Together, they sought
an urgent meeting with Mr
Edward Leigh, the industry

A robust case for assistance was presented to the minister at the end of January and a decision to help, recommended by the industrial Development Advisory Board, was confirmed by the DTI towards the end of

March.

Announcing his decision, Mr
Leigh said the company had long played an important part in the local economy and it was important that it should continue to do so. Others factors, it seemed, had outweighed the government's disjunctionation. inclination to intervene directly to help struggling

Sir Cyril says: To think of ochdale without TBA would

be inconceivable. All of Roch-dale's life, the company has been part of the fabric of our society. I am absolutely delighted that it is here to

stay". The company is now also seeking extra funds from the Rochdale Training and Enter-Rochdale Training and Enter-prise Council and the Euro-pean Social Fund to help intro-duce new training programmes. The DTI, which was warned last mouth by the House of Lords Committee on Science and Technology that British would end up without any significant manufacturing any significant manufacturing industry if market forces alone were allowed to determine the course of events, is happy to demonstrate that it can use its discretionary powers to protect existing jobs under the Indus-

ensing jobs under the mana-trial Development Act 1982.

Despite its philosophical res-ervations, the department emphasises it will spend 297m during the current financial year in regional selective assistance. It will rise to around fillim next year and the year after. The "Enterprise Department" can, when pushed, still come up with some cash.

BRITAIN IN BRIEF



Swedish poster censured

H&M Hennes, the Swedish-owned chain of fashion shops, has been rapped over the knuckles by the Advertising Standards Anthority for one of its poster

advertisements.
The advertisement, which featured a woman modelling lingeric with the slogan "Last time we ran an ad for Swedish lingerie 78 women complained. No men."; attracted 117 complaints. A number of the complaints came from men. Some complainants questioned the accuracy of the ad. Others criticised it as "offensive". The ASA, the self-regulatory body which monitors public criticism of advertising, upheld the

The Hennes ad was only one of a number of advertisment criticised by the ASA in its latest report on the grounds that they were offensive or insensitive in their portrayal of women.

ATI records go missing

Computers containing records of Adventure Travel from the offices of the failed school tours operator, according to one of the

company's receivers. Mr Alan Marior of accountants Ernst & Young, who was appointed to the West Yorkshire-based group last Friday, said: "We have advised the police that some of the company's computer equipment, primarily the main

operating equipment, disappeared in the afternoon of last Wednesday [April 4]." If ATI's booking records are missing, it may hamper Abta's efforts to discover what refunds are due to customers whose trips were cancalled.

Rail pay talks break down

Fears of another summer of commuter chaos have arisen after all three rail unions rejected a £124m pay offer. vage deal to 116,000 staff, but Mr Jimmy Knapp, general secretary of the Rail, Maritime and Transport Union, said: "Unless there is a significant improvement in the offer, the tion of industrial action nust be a possibility." There was a series of

aspirations of its staff". Belfast meeting looks to future

The timing and venues for talks on Northern Ireland's political future were discussed at a meeting of the Anglo-Irish conference in Belfast. Mr Peter Brooke, the Northern Ireland Secretary. and Mr Gerry Collins, the Republic of Ireland's foreign affairs minister, were clearing the decks to enable inter-party

one day strikes in 1989 before

giving its workforce an increase of 9.3 per cent. BR

said its offer struck a

circumstances and the

its ability to pay in

BR agreed to an 11-month deal

sonable balance between

talks to get under way within the next few weeks. A final meeting is expected later this month to announce a formal suspension of the conference while negotiations

take place. Mr Collins and his colleagues raised concerns with Mr Brooke about the role of the Ulster Defence Regiment and recent loyalist killings of Roman Catholics.

Labour accused of distortion

Mr Chris Patten, Tory party chairman, accused the Labour opposition of exaggerating by hundreds of thousands the number of people sleeping rough in Britain. Labour quoted a figure of



Patten: disputes Labour's homeless figures

half a million people in its local election leaflet. On the day before the main parties launch their local government election campaigns, Mr Patten urged Labour "to produce the evidence on which this extraordinary claim is based." He said voluntary organisations estimated between 2,000 and 3,000 people slept rough in London with up to the same number in all the rest of the country.

New road signs for motorway

New electronic road signs aimed at cutting congestion and reducing accidents will be installed on the M25 London orbital motorway, according to Mr Christopher Chope, the minister for roads and traffic.

The signs are able to flash up up written messages of up to 24 characters, warning motorists of hazards ahead and displaying speed

restrictions. Drivors will be able to choose alternative routes well in advance of an accident or contra-flow, helping to prevent traffic jams.

Recyling waste will cost £200m

The government's commitment to recycle a quarter of household waste in the UK by the end of the century will cost an additional £200m a year according to Mr John Barton, one of the government's own experts.

He estimated that it will cost each household an additional £9.60 which is likely to be passed on through the local authority rating

He warned that the high costs are likely to inhibit the introduction of high recovery recycling schemes if local authorities are expected to shoulder the full financial system.

Mr Barton is head of the material recovery division of the Warren Spring's laboratory which is an agency operating under the government's department of trade and industry.

Ulster factory to modernise

Adria, the largest hosiery manufacturer in the UK, has announced a £14m modernisation. The company based, a wholly-owned subsidiary of Derbyshire-based Charnos, employs 925 at Strabane in Ulster, one of the IIK's worst unemployment black spots.

PR companies form network

Ten public relations consultancies from different parts of the UK are joining rees to form the Proclaim

The network, which will be run as a joint venture with a London co-ordinating office, includes companies with combined fee income of more then 23m and clients such as Vauxhall Motors, the subsisidary of General Motors, and KPMG Peat Marwick

100

Conservation body launched English Nature, which has the

task of looking after England's countryside has been launched by Mr David Trippier, the environment minister. English Nature, was cr from the break-up of the Nature Conservancy Council, has a budget of £32.8m and

a staff of 724. 'It will work alongside conservancy councils for Scotland, Wales and Northern Ireland on the Joint Nature

Reuters and Price Waterhouse announce the Treasurer's Workshop Courses

combined their skills in treasury strategy and information requirements. international accounting and taxation to create a unique concept-The Treasurer's Workshop.

In an intensive, practical three-day course you will be given advice and direction on how to structure, manage and control a treasury department, how to identify and manage liquidity, interest rate and foreign exchange exposure and how to improve treasury performance.

The course is intended for new or recent entrants to corporate treasury management and for financial managers who need to gain an understanding of current treasury issues.

Following the success of the programme, we are pleased to announce further workshops over the coming mouths. If you would like to be one of the 25 participants in a forthcoming workshop, please post the coupon or contact Samantha Coates on 071-324 7795.

the coupon below or attach your business card and post to Samantha Costes, The Treasurer's Workshop, The Reuter Training Centre, 85 Fleet Street,

London EC4P 4AJ or telephone 071-324 7795 for details of the courses

Reuters and Price Waterhouse have The resident speakers for the Treasurer's Workshop include the following: Gwen Batchelor, Managing Consultant, treasury management consultancy, Price Waterhouse Howard Lovell, Managing Consultant,

treasury management consultancy, Price Waterhouse David Knight, Supervising Consultant, treasury management consultancy, Price Waterhouse

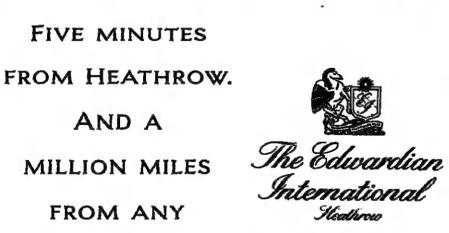
Jonathan Engel, Capital Markets Editor, Europe, Middle East and Africa, Reuters

In addition, there is a range of visiting speakers who aim to give you the benefit of their specialist experience: Terry Fitt, Vice President, Citibank NA Nick Douch, Chief Dealer and Economic Adviser, Head Office Foreign Exchange, Barclays Bank plc. Mark Taylor, Vice President. Bank of America

David Gibson, General Manager (Finance), The Portman Building Society

Price Waterhouse I would like to receive more information on the Tressurer's Workshop. Please complete





OTHER HOTEL.

When you've seen one airport hotel, you've seen them all. Until, that is, you've stayed at the new Edwardian International. It's Heathrow's only five star hotel. There, you'll find every

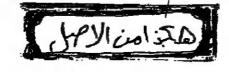
essential of modern travel. World class restaurants, advanced business and conference facilities. luxurious bedrooms.

And good old-fashioned English hospitality.

No other hotel even comes close.

AN EDWARDIAN HOTEL - 460 LUXURY BEDROOMS AND SUITES - INTERNATIONAL RESTAURANT - BRASSERIE - COCKTAIL LOUNGE BAR - CONVENTION CENTRE - BUSINESS FACILITIES - LEIBURE COMPLEX AND INDOOR POOL - IN-ROOM EXPRESS CHECKOUT, FLITEFAX, CONFIDENTIAL VOICE AND FAX MESSAGING - FOR INFORMATION AND RESERVATIONS, TELEPHONE (081) 759 6311, FAX (081) 789 4559

YOUR ADDRESS IN LONDON



THE WELINING AT APRIL 10 km

Sea of the sea of the

will cost fam

The governments

Committee of the second of the control of the contr

the to be enthus in the

He watered that the le the market to the action of the control of the cont

street for the ful faces

At Printing in pessage the Watter states out

mental apapadi

E decimant & charge

l lister factor

to modernise

the second state of

100

PR compage

Lin in netwes

1 - 1 - 1 - 1 - 1

The state of the state of the state of

a transfer secondary

the state of the sames

to the Military

with the Profitting

Conservation body launch

ert of trialing Device of the Late of

operation under the

Garle and ledgers

a flog intel a life anomal apples be falle

Mai s.

SOL-BREAL S.

WHITE

Marine Paterine Ligar

the raise

11

to make the second seco under construction in Derby-Recyling Way Toyota would be desperately vulnerable to any short-comings in its parts suppliers, it buys in 75 per cent of the

it buys in 75 per cent of the value of its cars, compared with only around one half for European vehicle makers.

Yet far from "importing" tried-and-trusted Japanese suppliers, Toyota insists that when all its Derby suppliers are disclosed they will include only a handful of Japanese companies. The year majority companies. The vast majority, it says, will be based in the UK and continental Europe.

The disclosure by Lucas industries on Monday that it is to supply prototype brakes, betteries and wiring harneses to the Derby project provides yet further proof that Toyota is paying more than lip service to maximising "local" (EC, not just UK) content, insist Bryan Jackson, a Toyota Motor Manufacturing UK director, and Jim Robinson, its parts procurement manager who has overseen the selection process.

The point was underlined by managing director Yukihisa Hirano at a Welsh Development Agency conference last The disclosure by Lucas

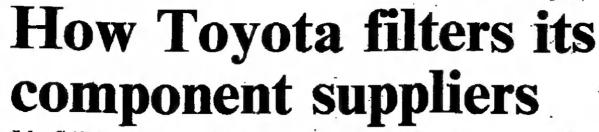
ment Agency conference last month when he talked of "mis-perceptions" about the so-called Japanese "trans-plants".

"Toyota has never asked any Japanese companies to set up in Europe," Hirano declared. "Among the companies from whom we have ordered proto-type parts only a few are Japanese, and they were estab-lished in Europe before we made our decision to manufac-

The list has been drawn up on the basis that the compenies' technological abilities. investments in research and development, plant, equipo and other resources are of a standard that should allow long-term partnerships to develop with Toyota. And while Hirano stresses

that "there is a great deal of work ahead," his senior man-agement maintains that there appear to be no insuperable problems over quality stan-dards or the prices Toyota is

The prototype parts supply winners, who also stand to gain the overwhelming majority of full production orders for components when the assem-bly line at the 280-acre site starts rolling towards its



John Griffiths reports on the Japanese car maker's exhaustive search in the UK

200,000 cars annually next year, will not farmally be listed until two months' time. But they include British engineer-ing group GKN, Pilkington Glass subsidiary Triplex, Pirelli, the Italian tyres and cables group which has a sub-sidiary at Burton-on-Trent, and instrumentation group VDO.

The process by which Toyota has arrived at its supplier list

should be assimilated by any European supplier seeking a share of Japanese "transplant" business, which is expected to continue expanding in Europe throughout the next decade.

Even though the first car will not come off the line at Even though the first car will not come off the line at Burnaston, Derbyshire, until December 1992, the selection process is already three years old. It began in early 1989, with Toyota's European administrative office in Brussels compiling initial data on 2,000 potential suppliers.

At this initial stage, "we had open doors", recalls Jackson. "Lots of companies came to talk to us off their own hat; some applied through contact with the SMMT (the UK's Society of Motor Manufacturers and Traders), some through chambers of commerce, and so

chambers of commerce, and so on. There were too many to see individually so we checked their reputations, resources, customer bases, and so on, and there were some we could dis-card straight away."

A little closer scrutiny left Toyota quickly able to whittle down the number in which it was seriously interested to 400 already fewer than half the number of direct suppliers to most European vehicle makers. Even this partial selection

process serves to highlight one of the key differences between Japanese and European component supply structures. In the former, few but large "first tier" suppliers account for tier" suppliers account for more than 60 per cent of the total added-value of a vehicle, with thousands of small "second tier" companies supplying the big component companies like Nippondenso. In Europe the number of direct suppliers is greater and they are more

highly specialised.

Both British-born Toyota
men, with long backgrounds in



Bryan Jackson (left) and Jim Robinson; committed to Europe-wide procure

the indigenous European industry, say that from what they have experienced of the thinking behind the Japanese tystem, it has clear-cut advan-tages over the old European ways. "It's rather difficult to have a relationship with 1,000 suppliers," observes Jackson.
"It's much better to have fewer, who are more closely

Closer involvement in Toyota's case has meant short-listed companies being asked to quote for entire product groups, not individual compo-nents, "to give them a larger, more worthwille chunk of the

business," says Jackson. At the 400-candidate stage, the selection process became much more painstaking. Over a period of 10 months a number of multi-disciplinary Toyota teams assessed capabilities according to four key crimanagement capability and

• production and manufacturing facilities, and level of investment in technology; • quality control systems and

attitude:

quality control systems and philosophy;
 research and development capability.
 This stage of weeding out reduced the 400 to 250, who were then asked to submit firm costs "to give us a feel for price

competition". All were then deemed acceptable in terms of their potential to meet quality and price standards.

The first prototype parts orders were issued as far back as last October, and the stream of components is already flowing fast, with most expected to have been received by Toyotz by the end of this month. The orders cover a sufficient orders cover a sufficient breadth of components to take prototypes up to the 80 per cent "local" content, although this is not scheduled to be reached in terms of commer-cial production until sarly 1995. Toyota fully expects to bit the 60 per cent level within

hit the 60 per cent level within 6 months of start-up, however. The awarding of prototype contracts means, if anything, an intensification of contacts between Toyota and its would-be production suppliers. Toyota is continuing to give a series of presentations to all of them to reinforce awareness of

A total of eight such meetings have been held already, and another series will be held as the project moves from prototype stage to the awarding of production. production parts contracts.
"It's a physical demonstration
that being a supplier to Toyota
is going to be different,"
stresses Jackson. "You start to
change your mind set. One of

our philosophies is to motivate - people are capable of doing much more than is usually

required of them, and we sak them to demonstrate it."

The process, Robinson claims, is a two-way street, with Toyota not necessarily with Toyota not necessarily seeking to impose Japanese methods by diktat. As one small example, Japanese and European manufacturers differ in the way gearshifts are usually made. But, says Rohinson, it is clearly not cost-effective for a European factory to throw away large investments already made, "so that supplier will be left to cope just as long as the product meets Toyota's standards."

Suppliers have been left in no doubt what those standards are — they are showered with pro formas which minutely detail what has been discussed and understood between supplier and vehicle maker.

For most suppliers, it was a made the second and understood between supplier and vehicle maker.

plier and vehicle maker.

For most suppliers, it was a wholly alien approach and many grumbled in the early stages that there was far too much paperwork. "But then they came to realise that this way every eventuality gets covered. No one has to interpret anything, because it's all there in black and white."

Subsequently, says Jackson, "they have been very impressed by the thorough-

ness." Toyota is, as yet, reti-cent about claiming that wide-spread attitude changes might be taking place — "you can never be sure what goes on behind locked doors," says Jackson. But some have bean Jackson. "But some have been very enthusiastic about making the investments needed, and they seem to expect that Toyota will make a lot of demands, particularly about quality. The ones that I've seen are all getting very much caught up in the process."

The 1,850 unsuccessful would-be suppliers are being encouraged not to think they are permanently excluded.

are permanently excluded. We've had a lot of replies to "We've had a lot of replies to our 'Dear John' letters at least thanking us for fairness and thoroughness of the selection process," says Robinson. Adds Jackson: "Those who failed have still got to be treated with respect. It is totally wrong for many of them to think we might have been saying they're not up to scratch — inherently within these organisations there is a lot of capability."

Nor should they think they are excluded from Toyota business for good, he stresses. A widespread belief that Japanese vehicle companies form links for life with suppliers on a single-sourcing hasing is wholly erroneous, he declares. As for long-term relationships, they required continually to be earned, Jackson stresses.

stresses.
Throughout, Jackson empha sises Toyota's need for pariner-ship with suppliers rather than the adversarial relationship between vehicle makers and their suppliers so common in

Europe.
To that end, Toyota has set up technology "help" teams.
"If a supplier has difficulty understanding what we want, or how to go about it, we really write an end of the supplier of the want to go out and explain our production systems to them. That might sound patronising but it's not intended to be...the idea really is to give assistance rather than check

on what's been done."

At a personal level, Jackson and Robinson acknowledge some - not severe - culture shock. Within the European industry, says Jackson, he was used to instant decisions, involving little detail. "It was 10 minutes to make the decision, 10 to implement it and three months to correct it. In Toyota there's three months' discussions, 10 minutes to approve it and no time correct-

There is, he says, a simple way to adjust — "you just hang your ego on the coathook with your coat".

Why quality links manufacturing and business strategy

By Simon Holberton

The table below shows what 500 of the world's top manufacturing com-panies believe to be the most important competitive priori-ties facing them in the next

five years.
The data used to construct result of the the table is a result of the three-way research project — called Factories of the Future and under way since 1963 — involving INSEAD, the Fon-tainebleau-based business school, Waseds University in Tokyo, and the University of

The European survey results have already been publicised (see this page, 21 January). As was noted then, what is startling about this research is the dominance of phrases lifted from the literature of total quality management and the spin-off disciplines of just-in-time manufacturing and manufacturing production planning. But what makes the combined survey relevant is, how-ever, what it tells us about the subtle but important differences in manufacturing priorities throughout the industrialised world. This is especially so as far as comparisons with

so as far as comparisons with Japan, on the one hand, and the US and Europe, on the other, are concerned.

In the US, manufacturers place a greater importance on the ability to compete on price than do the Europeans. The letter are forced on excelling the compete of the compe latter are focused on quality

and delivery to their customers. The largest differences are found when the Japanese are compared with the Occiden-The Japanese also place a and quality-related issues, but they assign a much higher pri-ority to their ability to make rapid design changes in highly customised products. The Japa-nese factory is being designed

to build an ever changing stream of products. The survey also underfined the growing importance of training and management development as an important catalyst in change. This is especially so in the US where. in answer to where money spent on improvement pro-grammes would go, four out of the top five programmes were concerned with "people" man-agement.

Over the next two years, US manufacturers think that the greatest advances in quality and cost will come from positioning their workforce to make a greater contribution to improvement (through training in statistical process control), and by breaking functional

Japanese manufacturers are placing emphasis on the devel-opment and improvement of fundamental process technol-

ories.

This supports the main thrust of their factory development which is directed toward. factories which can make reli-able, rapid design changes in customised products.

The 1992 single market is

The 1992 single market is exerting a strong influence on European manufacturers; they are looking to restructure their organisations. The report notes that restructuring implies a aimultaneous change in their culture, co-ordination techniques, and organisational design.

design.
Despite the differences between the regions, an all ambracing theme links them: the development of businesses in which manufacturing strategy is tightly linked with business strategy.

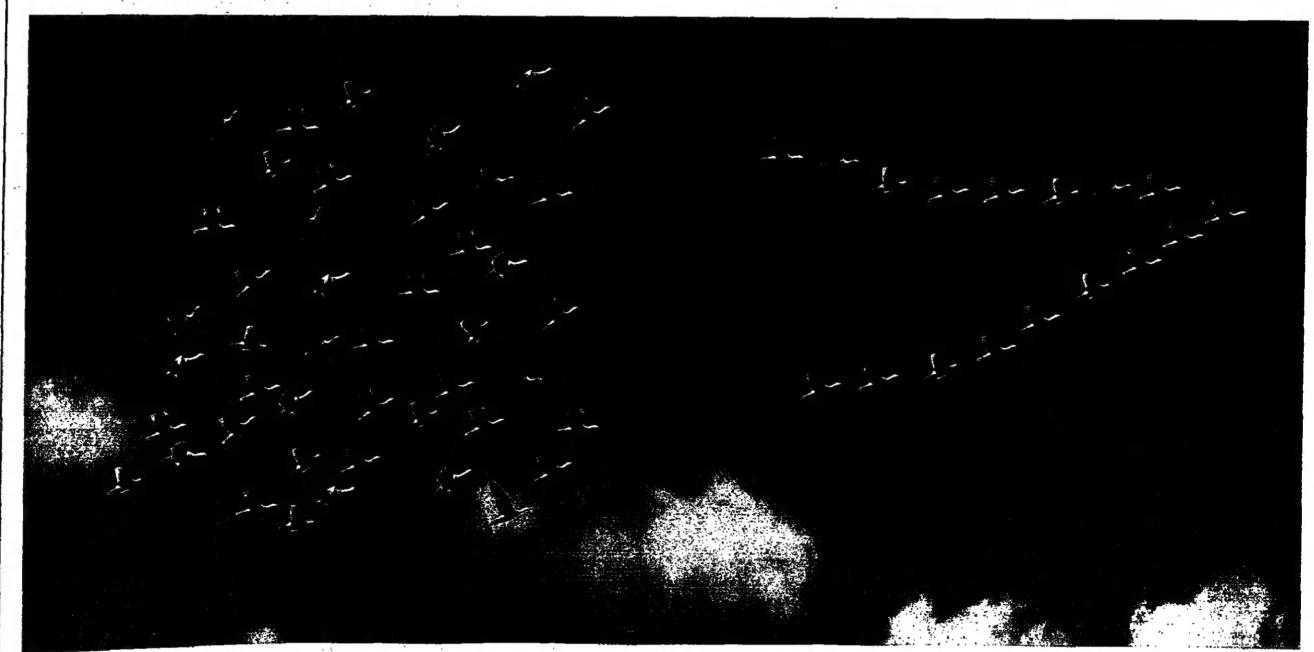
ness strategy.
For copies of "Factories of the Future", write to Arnoud De Meyer at INSEAD, Boulevard de Constance, F-77350 Fontaine-bleau Cedex, France.

Competitive priorities in the next five years.

EUROPE

Dependable delivery Reliable products High performance Fast delivery Dependable deliver Reliable products Rapid design changes Conformance quality

Waterhouse



Which group will arrive first?

There's been a migration in business thinking. Whereas once it was enough just to have a sound strategy, solid operations and talented people, these days you need a means of tying them all together. That requires information technology. And no one can do more to help you effectively integrate all the components than Andersen Consulting. We approach technology from a

business perspective, allowing us to understand your particular situation.

Which means that instead of building only on technological strength, we can help you capitalise on all your strengths. Because these days, organisations that don't integrate don't fly.



Chlorine takes a nosedive

anniacturers of chlo-rine compounds have been affected more than any other sector of the chemicals industry by pres-sure from environmental cam-

orocarbons (CFCs) is the most obvious sign of this, but the production of many other chlorine chemicals is declining

fast.

Buro Chlor, the chlorine industry's trade association, says that European production fell by 4.6 per cent in 1990, from 9.72m tonnes to 9.28m tonnes. The decrease in the UK was 7 per cent. Manufacturers say that the

aggressive environmental campaign against chlorine – summed up by Greenpeace's slogan "Chlorine-free by '93" – is not justified as a whole. But they accept that there are some areas in which the use of chlorine chemicals should be

Apart from CFCs, chlorinated solvents are the most important group of chemicals whose production and con-sumption the industry is working to reduce. They are recognised as being harmful to the atmosphere - contributing both to the greenhouse effect and to ezone depletion - and are toxic in large concentra-

To help its customers use less chlorinated solvent, ICI, the UK chemicals giant, last week launched a solvents recovery and disposal scheme. ICI Chlor-Chemicals has on call a team of specialists who will collect used solvent for recycling or safe disposal – depending on how dirty it is – from customers anywhere in

Britain.

Chlorinated solvents are used mainly as cleaning fluids by electronics, engineering and general manufacturing companies. They are also used in the high street for dry cleaning – many people smell traces of solvent when they pick up clothes from the cleaners.

"In the end we want to be in the position of 'lending' the solvent to the customer," says

rom the roof of Ciba-Geigy's production Building K90 in Basle the view clearly shows why the three big Swiss chemical companies have had to invest heavily in cleaning up their manufacturing Both banks of the Rhine are

ined with chemical and phar-maceutical plants run by Ciba-Geigy, Sandoz and Roche, Fin-gers of chemical production stretch from the modern suburbs through 19th-century residential districts almost to the

Thomas Jakopp, manager of Building K-90, points to the offices of the local newspaper, the Basler Zeitung, surrounded by Ciba-Gelgy plants. "The reporter can get here before the fire brigade," he jokes. "We're much more exposed

to the public living around the plant than the big German companies, which almost have a cordon santoure around their plants," says Kaspar Eigenmann of the corporate safety and environment department. and environment department.

Because the Basle chemicals
industry is so visible to the
local population, the growing
green movement of the past
decade has forced it to spend
millions of Swiss francs on
environmental protection. At environmental protection. At the same time, countries fur-ther down the Rhine - France, Germany and the Netherlands

- have put pressure on Switzerland to pump less effluent into the river.

The incident that brought these feelings to a head was a serious fire in Sandoz's Schweizerhalle chemical warehouse in 1986, which led to the discharge of 30 tonnes of toxic waste into the Rhine, But Ciba-Caign, here here the Geigy has had to bear the brunt of the environmental spending, because it produces

larger volumes of chemical waste than Sandoz or Roche. Ciba-Geigy spent SFr273m (£108m) on environmental pro-tection in the Basic area in the decade up to 1989 and plans to spend SFr261m over the five "In the past the chemical industry has focused on 'end-of-pipe' solutions. Now we're

going increasingly for process optimisation," says Jakopp. End-of-pipe solutions involve installing special equipment to deal with wastes emerging from a chemical plant – for example a biological treatment plant in which micro-organisms break down toxic compounds or an incinerator in which high temperatures destroy them. Process optimi-sation means altering the

Chemicals companies have been a prime source of pollution. But the industry is working hard to reduce waste at the production stage. In a third article on the environmental

challenges facing European business, Clive Cookson looks at Ciba-Geigy's manufacturing operations less waste comes out of the plant.

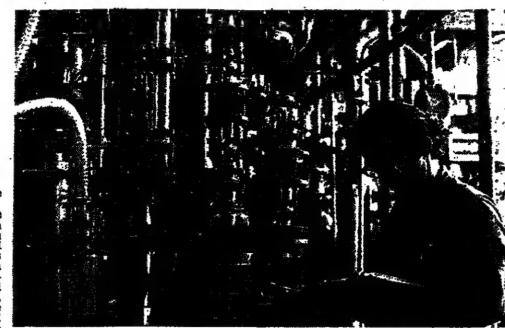
Occasionally chemists come up with a clean new reaction pathway. A recent case from Ciba-Geigy is a chemical known as an amide, which is required as an intermediate in pharmaceutical manufactur-ing. The original reaction used three tonnes of raw materials, including highly corrosive phosphorous trichloride, and 12 tonnes of water, to produce one tonne of product. Some 14 tonnes of effluent containing toxic materials had to be treated in a purification plant. This has been replaced with

an entirely new process using 1.9 tonnes of raw materials and no water; it produces one tonne of the same product, with 0.6 tonnes of pure acetic acid which can be recycled in other processes and just 0.3 tonnes of solid organic waste that can easily be incinerated. Such a radical change is unusual. Normally, making chemical production more

environmentally acceptable is an accumulation of many small improvements. Ciba-Geigy's Building K-90, which was constructed in the early 1960s to manufacture dyestufis for the textile industry, offers several examples. • The original 30-year-old

reaction vessels are still in use but they are now monitored with the latest computer-controlled analytical instruments and not just by a worker judg-ing the colour of the liquid by eye. This makes it easier to stop the reaction at the right point and reduce the amount of unwanted by-products. The old filter presses are being phased out and replaced with more efficient presses.

The way to make a clean break



from organic solvents. For example Building K-976, where

optical brighteners for textile

organic vapour per year into the atmosphere of Basie until

1988. Some of this was elimi-

nated by streamlining the pro-

duction process, but K-976 would still have failed to meet

Switzerland's stringent new air pollution laws which take effect in 1992. So the company has just spent SFr4.5m install-ing a "catalytic oxidiser" – in

are made, emitted 30 tonnes of

A Ciby-Geigy chemist adjusts the dyestuffs production process

The number of filtration steps - and therefore the flow of liquid waste - is reduced. · Liquid spilled from the reaction vessel used to flow directly down the drain. Now the drains are plugged and the liquid stays on the factory floor until the staff responsible clear it up. The new system has reduced the number of spills tenfold, Jakopp says, "because if the worker has to shand around in his own spill. it gives him a real incentive

not to do it". In the case of some chemicals, Ciba-Geigy has been unable to change the produc-tion process enough to make it environmentally acceptable and economically viable. Jak-opp says the company has taken about 40 dyes off the market for environmental rea-

analysis on the product and allocate the environmental costs. properly to it." says Eigenmann. "If we want to adhere to our environmental goals and the product cannot be manufactured at a competitive price, we must either change the process or discontinue the product. With bigselling products you can afford effect a mini-chemical plant on top of the building which proto invest a lot of time and effort to make the changes. ses all air from K-976 and As well as reducing liquid wastes, Ciba-Geigy is making a big effort to cut emissions into converts organic vapour into the air, particularly vapour

Ciba-Geigy tries to make its 90,000 employees take as much personal responsibility as possible for the company's environmental performance. This policy is enshrined in Vision 2000, an official statement of corporate goals which Ciba-Geigy adopted last year. It says that the company will give equal weight to its economic. social and environmental responsibilities: "Respect for the environment must be part of everything we do. We design products and processes to fulfil their purpose safely and with as little environmental impact

as possible."
Within that broad remit,
Ciba-Geigy's environmental
policy is decentralised. Some other international chemical groups, such as ICI, set goals for overall performance but Ciba-Geigy leaves the targetsetting to the managers of indi-vidual production sites.

The Basle management decided last year to bring the local goals home by issuing an Oekogenda (Eco-Agenda) to 250 production supervisors. This includes a series of cards covering the main environmental issues. Each card gives the 1991 goal for the works as a whole (for example a 4 per cent reduction in energy consumption and 20 per cent cut in emissions of organic solvents), for the department and for the individual supervisor.

Nitrous

acid gets

last laugh

individual supervisor.

However heroically individuals work towards their personal environmental goals, and however ingeniously the company improves its manufacturing processes to generate less waste, end-of-pipe solutions are still necessary to meet increas-ingly stringent regulations.

Basle's most ambitious proj-ect for treating chemical efflu-

ent is the Pro Rheno system, built jointly by the local authorities and chemical companies at a total cost of SFr630m during the late 1970s and early 1980s. It includes large-scale biological treatment facilities and an incinerator to

destroy residual aludge.

But Ciba-Geigy has been fighting for four years to get permission to build an additional incinerator for the toxic waste it produces in Basle. Until now the SFri30m project has been blocked by local envi-ronmental campaigners who object to the idea of building a chemical incinerator in the city, but this year the company expects to be able to start building what Hans Kindler, a Ciba-Geigy executive director, calls "an essential part of the cans an essential part of the equipment for operating a chemical industry". The com-pany says that incinerator would be entirely safe and that

it is immoral to export toxic waste for disposal elsewhere. waste for disposal elsewhere.

Alex Krauer, Ciba-Geigy chairman, is clearly exasperated by some of the criticism and some of the environmentally inspired delays that the company suffers in its home city. Even so, he says that the relationship between Ciba-Geigy and the citizens of Basle thas improved after a critical "has improved after a critical period when we had the Schweizerhalle accident.

"Before that it seemed superficially to be very good. Then we had the accident and we

established a different, more open kind of relationship. We are more willing to talk to people who are critical of the chemical industry. I'm happy about what we have today. even if we have opponents and we are sometimes frustrated."

Previous articles in the series examined environmental audits and product design. Next week's page looks at marketing.

last laugh

he chemicals industry is to make a co-opera-tive effort to eliminate industrial emissions of nitrous oxide, a gas which contributes both to global warming and to destruction of the ozone layer

in the upper atmosphere. Earlier this year two scientists at the University of California at San Diego, Mark Thic-mens and William Trogler, identified the manufacture of adipic acid — an essential ingredient in the production of nylon and other polymers as a significant source of nitrous acid in the atmo-

They estimated that nylon production could be responsible for as much as 10 per cent of the annual increase in the atmospheric concentration of nitrous acid. Most nitrous acid comes from natural sources, such as the action of bacteria

in the soil and oceans.
Nitrous acid is the third most important greenhouse gas and its atmospheric con-centration has been rising since the Industrial Revolu-tion. It is more commonly known as "laughing gas" through its use in high concen-trations as an anaesthetic, particularly by deutists, and it also has applications in the food industry.

As soon as Thiemens and Trogler published their find-ings in Science, Du Pont, a leading US producer of adipic acid, announced plans to elim-inate nitrous acid emissions within the next five years. "We got the answer out before most environmentalists had even asked the question, says Tony Vogelsberg, a Du Pont environmental manager.

Other manufacturers of adipic acid in the US and Europe, including ICI, Bayer and BASF, then said that they too would eliminate nitrous oxide emissions as quickly as possi-ble. ICI emits about 250 tonnes a day of the gas from its Wil-ton plant on Teesside.

The manufacturers are now engaged in technical discussions to identify the best technology for doing so. Du Pont says that its process involves recycling some nitrous acid (by converting it to nitric acid) and burning off the remainder.

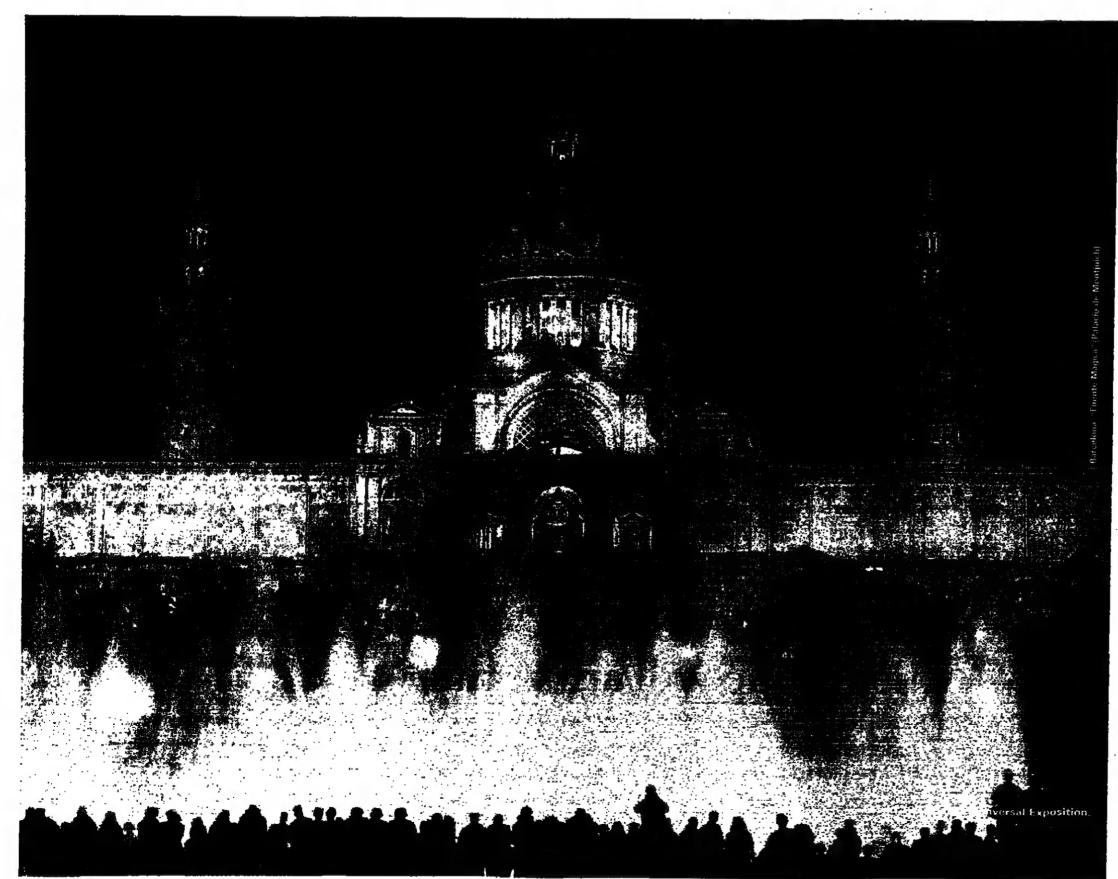
4 2 2 4

7 : 4 Bay

12 1 = 2 4

ladren Passifer

9135 35 25



Race around **Barcelona** before the Olympics.

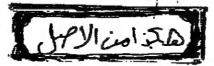
In 1992 Barcelona will host the Olympic games. But you couldn't bring yourself to wait until then to enjoy this magical city. Now, as you contemplate the waters of the "Fuente Mágica" at the Palacio de Montjuich, you reflect on the memorable moments of your visit. There were the walks, redolent with the charms of Gaudi architecture: the Parque Güell, the Sagrada Familia, the Casa Battlo and the Casa Milá. You recall your visit to the Gothic area, near the old cathedral. The views from Montjuich. The Spanish Village. Not to mention the Miró

Foundation and the Picasso Museum. You will never forget the concerts at the Teatro del Licso. The Real Atarazanas The Rambias. The Gardens of The Ciudadela. The trip to the mountain of Montserrat. Or, of course, the beaches of the Costa Brava and Costa Dorada. Tomorrow you will journey onwards through yet more Spanish towns which will surprise and delight you. But saying goodbye to Barcelona won't be easy. So why not promise yourself you'll return? Perhaps in 19927



Consult with your travel agency.





opera was once as internationally all-conquering as Paisiello's Nina or Mayr's Medea in Corinto. Unlike those works, it continues to enjoy a high reputation and frequent revivals—most of which flop.

Rdward Dank to propose the continues to the continues to enjoy a high reputation and frequent revivals—most of which flop.

most of which flop.

Edward Dent, no respecter of received opinions, rightly said of Weber, in The Rise of Romantic Opera, that "he has hardly any sense of musical form. He can invent the most ascinating initial phrases, but he cannot balance them; his music talls off in interest just at the very moment where it

at the very moment where it ought to become more interest-ing. He tries to save the situa-tion with a coda and a conven-tional high-note-effect... is quite incapable of planning a number."

It is odd that this compo-

It is odd that this composer whose career was spent in the theatre and who thought wrote so cogently about operatic integrity should have been such a bungler. For those fascinating initial phrases and overwhelming moments (and for some long, lovely periods, especially in Oberon) — because his dramatic generality in times and the prevailing dramatic ineptitude — we continue to revere and

we continue to revere and

acclaim him. And try to revive

his works.

New York's first Preischütz
in a decade was given on
'Thursday in Carnegie Hall, in
concert form, by Eve Queler
and her Opera Orchestra of
New York. Hildegard Behrens
was the Agathe. The exposed
writing exposes her Britis.

writing exposes her Brün-nhilde-bruised technique: the shortness of breath (some mid-word breaks), the double-de-

clutching for register changes, the double-de-clutching for register changes, the local bight notes at forte if they are to stay steady. Her singing is not easy, not flowing. But the tim-bre was pure, and often radi-ant, and her interpretation was moving. The snoken ent-

mian and Sectile and at Cov-ent Garden) have been praised in these columns. Once again, Miss Queler has been the first to bring an important new singer before the New York public. Mr. Heppiner seems to me the jugendlicher

nor of our day, with an easy,

melting, but that seemed to be the result of an imagination insufficiently fired, not of any

technical deficiency. The phrases flowed. There was lit-

would not put right; the instincts were fine. Although his figure is unromantic, his

features are potentially

expressive; he need only be taught how to bear himself,

how to move. The Annches was Jane Gler-

ing, an American soprano with a career in Germany making her American debut. She

seemed little more than a

Hans Sotin was a strong Cas-par. Richard Cross, the noble

Moses of the City Opera's Moses und Aron, was luxury casting as Samiel; booming through loudspeakers, he was an invisible but imposing pres-

Andrew Porter

tle that a stiff dose of Taube

1341. While 10 184

Management with burn

the colors of the color of the

SUSTEM SHIPME

throad for ross land Constitute Be

THE PARTY OF THE P

- 3m F≤

e catalogida

The State of State of

A Section

20 mm 3

1.75

A 100 CA 1

 $x_{d-1}, x_{d+1} \in \mathcal{T}$

Course Carrios

SE MILITA DE

100

TEM -

UMS-

. 12

 $g(\mathcal{O})^{*}$

Der Freischütz | TELEVISION

Outside Germany, Der Freischütz seems an opera pretty well unstageable today. The last Met (1971) and City Opera (1981) attempts died in their first seasons; most of the various British productions have fared little better. The opera was once as internation. Daydream to nightmare in this: a television drama series with no policemen, no lawyers, and no utes material. Prime which arrived on FIV only minlawyers, and no utes Episode 1 of Darling Buds had finished could hardly bear.

Women's Co-operative on the Animal
Lib picket line.
You can imagine Bates' stories modernised or even sent up, but producer
Robert Banks Stewart and director Rod-Robert Banks Stewart and director Rod-ney Bennett are playing it straight Consequently the whole thing reeks of nostalgia. It is not simply that David Jason plays Pop as the sort of cunning yeoman who can be found throughout the history of English fiction, or that Catherine Zeta Jones as the eldest daughter, Marlette, is allowed to parade her beautiful face and well filled jodh-purs in an unfashionable way that will energy feminists and reduce male views. enrage faminists and reduce male viewers to breathlessness. It is the attitudes. "We're all right Ma aren't we?" says Pop, "Got nothing to worry about". Such contentment sounds positively Chaucerian in these neurotic days.

Chancerian in these neurotic days.

Yet my guess is that this series will prove immensely popular. Whereas Twin Peaks, which we are forever being told is a "cult" series, began on BBC2 with an audience of 5.5m which has declined steadily to 2.5m, it will be no surprise if The Darling Buds Of May begins with 10.5m and climbs. As many viewers as look to television to be taken out of themselves, entertained, and made to smile, and however syrupy, sentimental, and unrealistic ant, and her interpretation was moving. The spoken episodes (ahridged dialogue was used) were eloquently spoken.

Max was Ben Heppmer, the Canadian tenor whose Bacchus (in Melbourne), Walther von der Vogelweide (in Chicago), and Walther von Stoking (in Milan and Seattle and at Covent Garden) have heen praised. syrupy, sentimental, and unrealistic this series may be, it is capable of doing

public appearance at the age of four, recorded Routes to Django at 13, toured with Stephane Grappelli at 14 and recorded a second album the next year,

recorded a second album the next year, Bireli 15. He played alongside Paco de Lucia and John McLaughlin while still in his teens and has toured as part of the Super Guitar Trio alongside Larry Coryell and Al di Meola. He is not yet 25 years old. Usually described as the "natural inheritor of the music of Diance Painhayd" he is a Sixty years.

Diango Reinhardt", he is a Sinta gypsy, born and bred in a caravan in Alsace.

across the border from Reinhardt's

birthplace. He is an extraordinary gul-tarist, a genuine child prodigy "steeped", as they say, in the Reinhardt

legacy.

However, if you expected the Queen Elizabeth Hall to be transformed into

the Hot Club of France at the end of last week, you would have been disap-pointed. Had this been a smoky pub and

had Lagrene been jamming demonia-cally with the plodding house bass and drums it would have been more fun. But in the crowded QEH the amiles

which greeted his opening solo improvi-sation faded as the natural gypsy talent became overwhelmed by the insensitiv-ity of his accompanists. Worse, Lagrene

didn't seem to care that his speedy, spiky sound being tripped and

The "infant Djaugo" made his first blunted by the crunching rock dra

QUEEN ELIZABETH HALL

television drama series with no policemen, no lawyers, and no murderers, featuring a large finally with both mother and father still present, living in the country but not worrying about the environment, wolfing down eggs and bacon for breakfast and not just one fatty goose but two for Sunday lunch, drinking like fish, exulting in their heterosexuality (how abourd can with Mum in the kitchen and Dad doing the heavy work outside, and not one of the six children in their heterosexuality (how abourd can with Mum in the kitchen and Dad doing the heavy work outside, and not one of the six children in their heterosexuality (how abourd can with Mum in the kitchen and Dad doing the heavy work outside, and not one of the six children in their of words as she to entertain. We know from Widous that La Plante has the skills to create plot with the spring endered the sun keeps on shining. Ludicrous, you say either a joke or a very old production. In one sense, of course, if the opening endered this adaptation today, you realise that the three intervening decades have brought as much of olution in attitudes as would have taken three centuries earlier in our history. The laughing Larkins in their rural idyll more in common falstaff than with a 1991 single parent mother living in a high-rise flat in Britton, driving a van for Meals On Wheels and spending her weekends with the Women's Co-operative on the Animal Lib picket line.

a ratings success.

Helen Mirren gave yet another marvellously detailed and intense performance as Detective Chief Inspector Tennison, the woman who had to fight male chauvinism and plan a dinner party while single-handedly solving six serial murders. There was little if anything to choose between the murderer, who hung his victims from the ceiling by handcuffs and then somehow managed to get semen in their ears, and the aged to get semen in their ears, and the policemen who drank, whored, iled, conspired, told dirty jokes and my dear can you imagine went to a boxing match.

match.

Before Episode 1 of Prime Suspect was over BBC2 was well into the last of its present run of "Screen Two" dramas: Aimée, written by Guy Hibbert. This was the story of Frank who sold his record company for £6.5m, killed his sweet white-haired mother as she lay in bed amiling at Handel's "Messiah" in the old folks home, and then, having been received in a spirit of charity into the vicarage while released from prison on bail, went to bed with the vicar's wife. And we ended up not just on his side, but feeling that life had given him a pretty raw deal. Only later and you wonder whether Hibbert had tricked you into this reaction by telling you far you into this reaction by telling you far too little about his grim faced Clint Eastwood of the cathedral close.

The previous night had brought a "4 It turned up, of course, during a Play" production called Finding Sarah, weekend which was unusually rich in written by Julia Kearsley. No buttercup Bireli Lagrene

ously placed to the side of the stage.

up and down the length of the fre

board, fingering impossibly and horizontally; slashing chords and intricately

chipping notes from the semi-acoustic without once watching his fingers. As Chick Berry would have it, he plays the guitar like ringing a bell.

But judging from rumblings in the

audience, a large number of whom like he and his drummer wore ponytails, the

weren't hearing him loud and clear



Bryan Pringle and Helen Mirren in 'Prime Suspect'

meedows, nightingales, or gentle filtra-tion here, either, but the story of Carol whose adoptive parents didn't want her to find her natural mother and whose to find her natural mother and whose husband, Barry, talked pure 1991: "I see your window frames are hardwood. They cut down the rain forests to make those". This could easily have turned into another of those gritty and intense television dramas which are increasingly indistinguishable from all those gritty and intense television documentaries, but it was saved by a splendid performance from Polly James as Carol's batty old mum. Against the run of the play it ended up as a rather heartthe play it ended up as a rather heart-

ening story.

The week had begun with two new series, both about lawyers (but of course). Kinsey, by Peter Gibbs on BBC2, was much the most promising, using its first episode to set up a tantal-ising situation with our hero — played by Leigh Lawson — cleaned out by his by Leigh Lawson – cleaned out by his absconding partner and saddled with a hated smoothischops rival as business chaperon. The Advances on FTV, white cleanes with Kinsey, made its feelings about the audience clear in its opening sequence which interrut pictures of the ways lawson (formula partners) and young lawyer's (female, naturally) graduation party with a hig close-up of a hypodermic needle being rammed into a

vein, a sight which everybody knows losthed by a large part of the

For far too much of its 60 minutes For far too much of its 60 minutes.
The sure looked like one of those like one of those like one of those schools, in which the rain-streaked exteriors of high rise flats alternate with pictures of gaunt teenagers winding leather belts round their upper arms. The rest looked like a desperate attempt by the Scots to teach the English about the differences in their legal system. Many viewers will not regard this as entertainment.

When Shakespeare wrote parts for

When Shakespears wrote parts for grave diggers or court jesters he was not merely making work for certain members of his companies: he knew that the groundlings would take just so much of the heavy stuff before they needed light relief. Today's television andiences are no different, but too many television producers have forgotten the old rules. You do not have to go all the way to the Panglossian "Hallo birds, hallo trees, all's for the best" tone of The Durling Buds Of May in order to ensure that television drama is a lot more attractive to us down here in the pit. When Shakespeare wrote parts for

Christopher Dunkley

Stephen Petronio

QUEEN ELIZABETH HALL

An evening with the Stephen Petronio being trapped by a horrendous bore-company is rather like living through What Middlesex Gorge or Simulacrum an air raid or a street riot. There is incessant din, a general sense of something ferocious going on, and sudden blessed moments of peace. In retromakes one know what it might be like and languorous bass of his equally young sidemen, not to mention the weedy efforts of the soundman, mysterian air raid or a street riot. There is incessant din, a general sense of something ferocious going on, and sudden blessed moments of peace. In retrospect, the sections of relative calm in Petronio's programme on Monday night seem so idyllic that they are like a golden aga. What surrounds them is din, aural and physical, an undifferentiated racket and a frenetic display of emergy. It was of course possible to discern It was of course possible to discern the obvious Django-esque influences and at high speed, which is cruising for Lagrene, Joe Pass also appears in the craft melody picking. Less comfortable at ballad pace, he still manages to recall Wes Montgomery on occasion. But by and large, he is his own man, chasing energy.

Petronio is an apostie of chaos, part of that late-80s generation that advocated hyperactivity as a creative manner. His big group dance works look as if he has set out to mug Merce Cunningham, and has handsomely succeeded as Cunningham's cool procedures are galvanised by a swift kick in any vulnerable spot, and hotted up to fever pitch. It is speedway mayhem applied to the dance, with, instead of the roar and crash of motors, the hell-racket of hard rock to extend the performance was not representative enough of his Bine Note recordings, Foreign Affairs (1988) and most recently, Acoustic Moments. It is plain that he is an exceptionally gifted and exciting musician. What a shame we racket of hard rock to extend the assault on our senses.

assault on our senses.

The intellectual or dynamic purpose behind these longer works (and ahl how much longer they seem than anything ever before) is hard to discern. Petronio and his six colleagues rampage, fatuously clothed, harried by the mindless beat of their scores, and I find that nothing emerges save the feeling of Garry Booth

to be imprisoned inside a Walkman to be imprisoned inside a Walkman—
there is some emotional response to
unremitting harsh movement, but for
anyone seeking something less visceral,
the rewards of the evening are few.

These are concerned with the presence of Michael Clark as guest with the
company, and with Petronio's own
dancing. In a dust that introduces Somelegant Pools the next retaintroduces Som-

ulacrum Reels, the pair's shaven he help make them seem like identical twins, as movement is exchanged between them and a mysterious equality of psychic and physical response is established. In his hypnotic solo Number 3, Petronio is rooted to the spot while his arms twist and content. while his arms twist and contort through a flurry of gestures and signs. And in a brief irruption into Middlesex Gorge, Clark reveals yet again that he is a staggeringly gifted dancer, his movement quick, clear, true, sharp in accent and outline, ravishing in phrase and linear boldness. He makes the frenzies of the rest of the evening seem even less valid, and very rightly keeps him-

Clement Crisp

Carmen Jones

It has taken nearly half a century for Oscar Hammer-stein II's version of Carmen to reach the London stage. Now reach the London stage. Now that it has arrived, Carmen Jones would be worth seeing out of curiosity alone, though there are other reasons. The Old Vic is a splendid place to do it. The stage is big enough to take it: the theatre is not unlike an opera house; the whole piece is played with zest and it was good to hear mounting rounds of applause as the ing rounds of applause as the show went on.

Yet there are reservations. The first, and most serious, is the sentimentality. The original Carmen is born out of pas-sion: she is wild and unpredict-able. Although Bizet's score remains entirely recognisable, Carmen Jones is born out of an American musical. Some of the rawness, the excitament, the gipsy-like has has Carmen Jones is an Armai girl at heart, not a farouche southern European. At times, one could compare the show unfavourably with West Side Story. It is altogether to be story.

Setting the piece in the the World War does not help. The client the bit parts in the original Carmen were doing, they not support-ing the American war effort. It may have seemed different in 1943 when Carmen Jones began its rehearsals, but today a scene with a lot of black American children backing the war is more than a little embarrassing; not because they wouldn't, but because the war has nothing to do with the plot.

The second half is quite different from the first shorter

ferent from the first: shorter, more dramatic and, if you like, more operatic. The sentimentality has diminished and the music begins to take over-Once Carmen has seen the fatal card, there is no turning back. The end, when she is Wilhelmenia Fernandez

stabbed to death, comes almost too abruptly. The reservation is that one wonders slightly how that fits with the slower earlier scenes — not a criticism to be made of the original.

to be made of the original.

Let me not carp, however.

There are delights along the way. The very idea of turning Carmen into a show about an American prize fighter and his girl is a pleasure in itself. The fighter, Husky Miller, is strikingly played by Gregg Baker, who a good ax inches anyone else, immaculately dreased in three-piece suit and, before his hig fight, a white fur overcoat well. Karen Parks takes the singing prize for her performance as Cindy Lou, the girl who loses her man to Carmen. She also looks good in her sim-

who loses her man to Carmen, She also looks good in her simple blue country cichtes.

The problem with Wilhelmenia Fernander's Carmen is that she is not quite as demonic as she might be. I suspect that the fault lies with Hammerstein. His vision of America is far too nice to let passions get carried away. The direction is by Simon Callow, he catches the 1940s very well.

Malcolm Rutherford



Cat With Green Violin

ORANGE TREE THEATRE, RICHMOND

Louis Wain was a Victorian mother with artistic ambition. Louis Wain was a victorian illustrator of some success abiding obsession was he lived, breathed and was eventually swallowed up by them. Even those who do not know his name will probably recognise mawkish moggies that peer with saucer eyes from smiling faces or desport themselves with anthropomorphic athleticism at tennis or golf. His story is an arche-typal one of dwinding popular-ity and mounting penury: he lived in Westgate on Sea with five sisters and a streak of accentricity broadened with age into full-blown was to be best-known for a sequence of drawings - from figurative to abstract - which were adopted as a textbook illustration of schizophrenic

It is part of Jame Coles' case that the drawings showed no such progression, but that their true chronology was denied by ambitious medics. Wain was the son of a carpet salesman, so it makes sense salesman, so it makes sense that his work was influenced from his earliest days by the non-figurative designs of the oriental rugs that would pass through the family home. When his oldest and staunchest sister tried to point this fact out, she was contemptuously brushed aside.

The Wain household certainly has the makings of first-rate drama, with its eccan-

first-rate drama, with its eccentric imagery pointing up themes of biological tragedy, artistic ambition and domestic tyranny. Wain was not the only sibling to have been brought up by their French

Claire drew, Caroline played the piano and Felicie wrote copious But, being women, their creativity was smothered: Claire's drawings were all of the family living-room, Caroline only played her brother's compositions and Felicie's stories was accorded. icie's stories were acorned as the scribblings of a frustrated

The trouble with Coles' por-trayal of this bizarre household is that she falls to leap in any particular direction, choosing to hedge her bets by adopting a cal narrative. So, in an early scene, we are shown Wain senior unfurling an oriental rug, but it is not until the final episode in a lunatic asylum that the connection is made with Louis' artistic abstraction. The imagery is not allowed a life of its own, probably because Coles is reductant to make her play over entirely to Wain's imagination — there is too much of interest in the plight of his sisters, who are catty merely by association.

Director Auriol Smith must share the blame for the lack of focus, although she marshalls a competent cast into an effective evocation of Victorian parlour claustrophobia. Simon Treves, cleareyed and fervid, is poignantly set off by Wain's sisters, notably the matronly and maligned Maggie McCarthy, the quietly mournful Vivien Hellbron and the humi-nous hysteric of Caroline Gruber as Marie, ominously portending Louis' own decline.

Claire Armitstead

INTERNATIONAL TODAY'S EVENTS

■ AMSTERDAM

Concertoebouw Manual Vernon Handley conducts Netherlands Philharmonic and In music and Kathryn In Chopin's Second Plano Concerto, Mai Fri and In Tomorrow: Herbert Blomstedt Nielsen Concertgebouw Unit (6718

BERLIN

Staatsoper unter den Linden 19.31 Spartacus choreographed by Laszlo Seregi, music by Chachaturian (2004 762) Komische Oper 19.30 Tom Schilling's production of The Taming I the Shrew. I I Sun: Cinderella (2292 555) Deutsche Oper 19.30 Spiros Argiris conducts concert performance of | Puritani = a cast led by Lucia Allberti and Cappuccilii. Fri: Sinopoli Lailo. Sat: Jose van Dam sings Miller (3410

BOLOGNA

Ana's production of Mose conducted by Daniele Landson Brown also But Fri: Julliard Landson Brown quartets by Schubert, Mozart and Ravel Landson Brown and Ravel Landson Brown B

BONN

Oper WARM Viction Waterstone Sun. Fri and next Pons In 130 role (773667)

■ CHICAGO

Orchestra Hali 20.00 Georg Solti. world premiere Norman and the Chicago Symphony Orchestra. The concert, which also includes in the concert, Third Symphony, is repeated tomorrow in Chicago and at Carnegie Hall in New York on Mon conducts concert per im of Otello, with Luciano title role (435 6666)

DRESDEN

Semperoper 19.30 Hans Zimmer conducts Joachim Histain production of Janacek's Osud, with Linui Rabsilber as Zivny. Tomorrow and Fri in Its Kulturpalast: Bernard Haitink conducts Dresden Staatskapelle In Schubert's Third Symphony and Bruckner's Seventh [44731) A week-long festival celebrating the 750th anniversary Kreuzchor Charm tonight with a concert at Kongress-Saal des Hygiene Museums involving three in the city's leading choirs. Tomorrow:

puls concert in the Semperoper. Fri: 110-441 in the Konstanting have works by Schutz, Mendelssohn and others. There are three events on Sat at 19.30: a recital by Theo instructed and choral man in. The Kulturpalest with the Dresden Philade Gockeritz. Next Tu and there are performances of Bach's B minor Mass in Kreuzkirche

■ HAMBURG

19,00 Die Zauberflöte with Burlay Bonney Pamina Robert Gambill Tamino, alm lini. Tomorrow: I'm und Zimmermann. Fri: Yoko Indiana Sunga Madama Butterfly (351555) Deutsches Schauspielhaus 14.20 Michael Bogdanov's production of The Tempest, also and Sun: Romeo and Juliet (248713)

■ LONDON

DANCE Garden (III.3) Royal Bellet triple bill, 📶 Balanchine's Agon, and MacMillan's Requiem. Fri (240 TI

Colliseum III Jerzy Maksymiu
Jonathan Miller's of Don Glovanni, with Peter Coleman-Wright III title role, Jane Eaglen as Donna Anna and Margaret Marshall as Elvira, also Fri. Tomorrow and Salome (836 3161)

Flacher court ich Orchestra m Ap-II Enlightenment III Beethoven's Concerto, Huggett, Complete Egmont music, Simon La La narrator. Tomorrow: recital by Cecilia THEATRE

This week's shows include Bill Alexander's RSC production of Much Ado About Nothing (Barbican), Alan III and adaptation = T Wind in Willows by Nilliam Friends, Alan Ayckbourn's play for all U family (National) and in a sale me RSC/Opera North production of Boat (London Palladium). Phone Theatreline: Plays 0836 Committee 0836 430961 Thriflers 0836

■ NEW YORK

Avery Fisher Hall 20.00 issac 25511 is with Julliard Contractor. Tomorrow, Fri, Sat Marsa Jarvi York Philharmonic (874 Carnegio Hall M.III Alicia Granados D17 7800)

Metropolitan Opera 20.00 i Puritani, Tomorrow: La Clemenza Tito. Fri: Luisa Miller This week's shows include A Room of Common Own, with Elleen Atkins

as Virginia Woolf in an adaptation by Patrick Garland of her book celling on women to declare their Independence, talent and freedom to control their own destinies (Lamb's Theater), The Maids, all-male production of Jean modern classic about a sisters

who try is seeps their lowly position in life through a deadly Candles), The Fantasticks, ever-popular musical (Sulfivan Street) Larry Carperte Chy of Angels, a of musical comedy (Virginia), Terres enswers inquiries M tickets

PARIS

Palais Garnier 11.5. Opėra Bailet in Nijinska/Nijinsky programmu, with made by Poulenc, Stravinsk and Debussy. Runs till 541 (4742)

by Berezovsky, Tchaikovsky prizewinner. Tomorrow: Brahms plano trios with Ashkenazy, Periman, Harrell Hama

Balle Pleyel 10.37 Statistics de la in Francis Orriginal Symphony and Berg's Main Concerto, with Augustin Dumay, tomorrow. Fri: the Berg is replaced by Mozart's Piano Colore Ha 24, with Dmitri N= hidros (484) 0796)

■STOCKHOLM

Royal Opera Tilai Daninia Argento's with The Aspern Papers, Line Sat. Tomorrow: Tosca. Fri: Line cannot d'Hoffmann

Konserthuset IIII I Zinman conducts Philhermonic Orchestra in Lutosia """ 's Concerto for Orchestra and Tchalkovsky's Sixth Symphony, also tomorrow (244130)

INTERPOLATION Paleis iles Congress 222 1

conducts Strasbourg Philiparmonic Data in in Central complete Daphnis Violin Concerto, with Amiram Ganz. Repeated tomorrow [5777]. Municipal: Martinu's III-

UTRECHT Vredenburg #1.15 Ton Koopman

conducts Mozart symphonies with tra in Chopin and Rachmaninov, Blues festival. (314544)

VIENNA tentsoper 19.00 White Steinberg

Carlo Jenufa. Fri: Ariadne 👊 🕍 🖚 (51444 Konzerthaus 19.30 Ingrid Haebier gives Mozart recital. (7124

ZURICH Operaheus 1630 Four ballets by

Uwe Scholz, with made by Stravinsky and Carlos Chavez, Tomorrow: Der Zigeunerbaron. Fri and Sun: Yevgeny Onegin. 🖳 remarker of male and premiser of male 20.15 Marek I male conducts in the symptomy, with E-male 20.15 Marek I may symptomy, wit with Frank Peter Zimmermann in Prokofiev's First Violin Concerto, also tomorrow [10]

European Cable and Satellite Business TV (all times CET) MONDAY TO FRIDAY Eurosport ness report

0500-0530 Moneyline 0500-0530 Moneyline 1230-1300 CNN Market Watch 2000-2030 World Business Today - a joint FT/CNN pro-day's major 2300-2330 Today Moneyline Superchannel 0700-0830 Financial Times

Report minute ing broadcast three between 0700 and ITTE 213 & 2320 (Male only) 0890 (Thurs only) SATURDAY

Moneyline Will Business Today - a joint FT/CNN pro-15.65.TIIII Moneyweek THE THE WATER BOTT This Your Your

SUNDAY Superchanne TUOTEN FT Districts Weekly

Moneyweek 1540-1610 Your 0040-0110 inside

Wednesday April 10 1991

The aftermath of unity

THE LARGE-SCALE social and the surface in east Germany represent perhaps surprising aspect German unification. evident quickly transforming the system east of the Elbe from communism into capitalism would incur great costs eventually generating

Reflecting a combination of look-on-the-bright-side momic mainets and pre-election vote-trawling, Chancellor Helmut Kohl erred in not earlier realising the risks, and specifing defines the undertaking as an edented experime it is not too late to make up lost ground. Mr Kohl's introduce the D-Mark across
the Elbe on July 1 last year
brought — Germans long desired — Germans long desired — and simultaneously exposed them, without
preparation and almost without warning. I the
international economic
tition. I decision, barely
defensible on economic introduce the D-Mark across defensible on economic grounds, was deemed politically to the momentum to the tion in the part a further hamorrhage of east Germans to the west.

In any case, the rapid break up of the structure of the east German economy means that the move is irreversible. Bonn tages, and minimises the dislocation in both east and west. There are three sets of challenges.

Efficient restructuring

devise more efficient and flexi-ble methods of using west Ger-many's considerable resources east German restructuring. Interventionist and market-oriented policies will have ing to increase taxes and dis-burse some DM100hn (£83.4bn) in public sector aid from west to east Germany this year, the government needs to improve the administrative channels disbursed. Priority must given, for instance, to bringing able and experienced civil ser-vants to fill positions in the east: too many key posts are still held by pld-guard commu-

Courageous decisions

Second, the government must find ways of calming the millions east Germans who are out of or fear they will Should people permanently to feel chested by the new coder as they were conversed. order as they were oppressed by the old, the political reper-would be immense. Bonn needs to investigate granting earnings subsidies to top up the take-home pay of workers wise employers can only afford in hire them at low wages. Mr Kohl's readiness, signalled week, to some form of co-operation with the opposition Social Demoratic party may be helpful in the opposition Social Demo-cratic party may be helpful in preventing labour flare-ups this summer. As a quid pro Bonn is bour fund industrial plants – for exam-ple, in the chemical industry which, purely on the basis of market economics, would be market economics, would be

Third, the government must at last express in adequate ing the country. The only con-ceivable positive aspect to last week's appalling murder of Mr Detley Rohwedder, the head of the Treuhand agency which is presiding the restructur-ing, is that it has brought forth a perceptible air of geous decision-making.
As the psychological toll

wrought among the east Germans by 57 years of totalitarianism becomes more apparent, Mr Kohl is starting to prepare the Germans for several years of results hardship. To chancallor should use the politically uninerable period at the beginning of the new legislative period to aignal that the costs of unity up to the mid-1990s can only be met through cuts in German living

Although the position east of Elbe is not yet strophic, it is indeed very serious. It requires energy and thought as well as D-Marks. Otherwise, there is a danger that, in the of many east. Germans, capitalism will be discould fair it a

Discipline for the auditor

governance, institutional evestors always been be weight. It that reluctance when the institutions do finally flex their muscles public, demonstration effect is formidable the frisson that ran through the accountancy world week when it emerged that a group of institutional share-holders in Amber Day Holdings, a clothing retailer, had applied management for the removal of auditors Stoy Hayward. accountancy firms this is application of the person of accountability. In the justifiable use of institutional power?

Hoy Hayward, which the been badly has by the failure of ents, clearly feels aggrieved that it bundled performance in the insertion of the insertion The institutional share-holders' rejoinder would no doubt be a quote list of Stoy Hayward's that are now being investigated by the authorities, starting with Polly Peck, Levitt Group and Astra Holdings. Yet that surely begs the question. A client in containing an number of entrepreneurial companies is likely to the companies is likely to throw up an above average and failures in a sharp recession. It does not follow that had auditing sarily involved; there is a risk unditors may much of the blame.

Analytical failure

The preparation of statutory accounts that show a true and ill view primarily the responsibility of the directors, on whom most of the blame for any corporate collapse must that of Polly Peck, there appears the to have been a failure on the part of the analytical fraternity, including in to its published accounts contained sufficient information indicate that the company's profits were the they But when the share price was riding high nobody wanted to know about the detail. Nor do the institutions appear to be very their reading of balance Academic Academic suggests that many fund simply and up to dealing the

That said, inclining as insurance companies pension funds companies in which they was and have fiduciary responsibility to their marketic 7th william may them in obligation, in the other way round. If the institutions in uncertain is a fine of the other way in the other way round. 🖚 🖪 any given auditor, their prime responsibility to be minimise the risk to their beneficiaries even at the cost of possible rough jus

Cosy relations

It is a fundamental weakness in corporate accountability that the relationship and management weakness is exacerbated by competition among the potential in the growth of the consultancy arms of the big accounting firms. give in to management upoints of principle in order not to lose fees. In the climate of the the the profession was threatened by commercial-ism and there is every reason to believe that the quality of corporate reporting declined. The advantage of institu-tional intervention at Amber

Day is that it it is a second powerful reminder to auditors that their responsibility is to the shareholders rather than managers. Will stiffen their backbases in dealing with awkward clients. So, too, will the profession's new watchdog, the Accounting Standards Board, which been granted teeth, a worthwhile budget and a boss, Mr David Tweedie, The actually believes in firm regulation. His first salvo, aimed at reforming profit accounts, i in

later 🗐 🗎 week What | needed now | to minimum accountability with more formal institutional involvement the appointment of auditors and the ting of audit fees. Cracking the whip, though welcome, in no

isitors to Seoul can drive from the airport in a car from the airport in a car made by Daewoo Motors, on roads built by Daewoo Corporation to a hotel owned by Daewoo Group. In the room, furnished with fabric from Daewoo Corp, they will probably use a telephone made by Daewoo Telecom and watch a Daewoo Electronics television.

Electronics television.

Even then, they will have sampled only a fraction of the business interests of the Daewoo Group, the fourth-largest of South Korea's "chaebol"—the family-controlled business empires the economy. Other conglomerates, notably Samsung, Hyundai and Lucky could, with a exceptions, parable products and services. parable products and services.

In few other countries is big busi-ness so big or so all-embracing. Com-bined sales of the four largest conmined sales of the lour largest con-glomerates amounted to won trillion (\$135bn) last year, or than half South Korea's national product. The share in manu-facturing value added of the 10 big-gest companies – the best measure of gest companies — the best measure of their contribution to nomic output it counting arising from the group subsidiaries — 12.5 per cent in the year for which figures are available.

figures are available.

But now South Korea's government, which itself promoted the rapid expansion of the chaebol in the 1960s and 1970s through subsidised bank leans, licensing, and export financing, is stepping up efforts to end their "octopus expansion". A new policy, finalised at the end of last month to be implemented from June, will put pressure on the chaebol to specialise in a handful of industries so as to increase their international competiincrease their international competitiveness and reduce the level of eco-nomic concentration in Italia Korea.

The plan has run into fierce opposi-tion from the chaebol and driven a

wedge in the traditionally close rela-tionship between business and gov-ernment. It is not the first attempt to curb their growth, nor is the scheme without weaknesses. But as the South Korean economy starts to open up to foreign competition, restructuring will be hard to must.

Many chaebol accept there is a need for frash husiness strategies, but there

for fresh business strategies, but they oppose government interference and continue to find attractions in new fields: Samsung and Hyundai, example, are both spending more than \$1bn uetrochemicals ustry, Moreover, beautiful those of the national economy - small and medium-sized businesses have been squeezed out of many domestic mar-Profit considerations can also

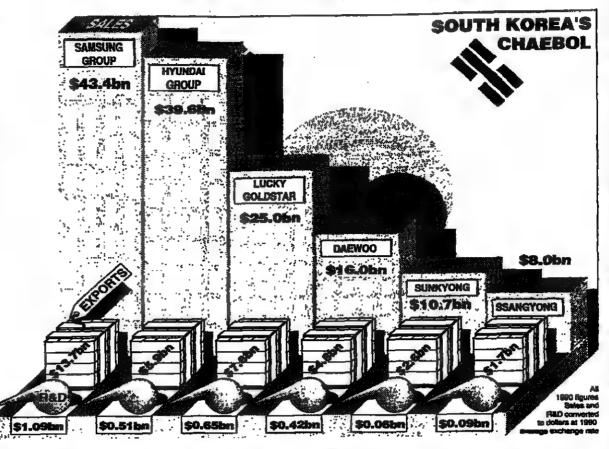
come poor second to personality alries between the groups.
Under the terms of the policy, spearheaded by the ministry of finance, 30 of the chaebol will select three companies as their "core" businesses. For these three, existing restrictions on borrowing, imposed in 1984, will be removed. Two further companies companies — exempted — credit controls, but only if the parent group sells off more than two of its

At the same time, any company within the group other than the three selected as core businesses will have selected as core fusinesses will have to reduce its outstanding bank loans and will its new borrowings curbed. The extent of this is outstanding will determined once the chaebol have selected their main husiness activities. their main business activities.

In pushing for greater specialisation the government addressing of concern - economic social. Economically, the government argues that more focused investment in research and development, and improved technology and productivity is necessary to reverse the loss of competitiveness in Korea's export industries and to provide the almining for a "second economic take-off". Double-digit increases,

South Korea's conglomerates are facing government pressure to specialise and compete internationally, writes John Ridding

Time to cut giants down to size



traditional cost advantage conthinated Addition rivals. Exports, which grew by 36 per cent in 1987 and 28.4 per cent in 1988, achieved only 1989 and 1990.

The solution, argues the govern-ment, is to replace Koreal disappearing cost advantage with improved quality of goods and productivity of workers. This, it change in the chaebol structure.

In the past, the concentration of resources in a small number of business arounces are presented in the chaebol structure.

ness groups was well-suited to the mass production commodity from electronics to textiles, and the economies of textiles. which laid the foundation for Korea's rapid economic development. But a successful region to the new challenges facing the economy, both in terms of technology and flexibility of production, favours expansion in depth rather than breadth.

"They have expanded horizontally, like octopuses in the protected domestic market," argues one senior official at the Economic Planning Board, the most powerful economic ministry. "While they have competed fiercely with the other, their capital management resources are spread thinly that it is difficult in invest enough in upgrading productivity and quality in specific industries." The result, says Dr Koo Bohn

Young, secretary it illepresidential office, is that while they are giants in home, chaebol companies remain relatively small internationally. "The government wants to help them become world players in

their chosen sectors," he says. Such economic concerns have sprung to the fore recently against a backdrop of social factors. "The size of the chaebol themselves is not so much of a problem," says Dr Koo. "The problem in Korea is that these conglomerates are still family-con-

trolled and that economic power is so highly concentrated."

The fact that only me handful of the top 100 companies can boast separate management and ownership is one reason why the chaebol are unpopu-lar. "Big business is disliked in any country," Herofessor Jung Ku Hyun of Yonsei University's department of Herofessor Jung Ku in Korea hostility is stronger because of the high degree of concentration of wealth and towards power in Inhands of certain individuals."

Since the introduction of democracy in 1987 the government has become more responsive to such resentment. "All institutions are being criticised," Prof Jung, "and big to free remains a main beneficiary of the decades of authoritarian rule." Despite their opposition in the

existing system of credit constraints the chaebol have reacted angrily to the new policy. In a statement at the ation of Korean Industries, the lobby congruences to select three main participate in a lottery. The business areas in which we

are operating, such as shipbuilding, construction, cars and petrochemi-cals, are all inter-related but separate companies," says Mr Kim Ho Il, executive managing director of Hyundai's corporate planning office. "If we only invest in the core industries then the other ones will be weakened and this in turn will damage the core busi-

The greatest concern of the chaebol, however, is that the government is taking a step towards their forced dis-"It wants to our

economic dominance," says a senior chaebol executive. "This is the start disaggregation."

His worry is that the government will try determine which groups can operate in which industries. "What happens if all discusses?" asks one of the core businesses?" asks Mr Yoon Young Suk, president of Mr Yoon Young Suk, president of December Corporation, the trading arm of Daewoo Group. "How will the gov-ernment decide which companies can

Dr Oum Bong Sung, counsellor to the minister of finance, counters these fears: "We have a market economy. It is up to the chaebol to choose what industries they want to be in. We are not forcing them to specialise, we are inducing them to do so." But will the government's financial incentives be enough in reason the OF Dr Cum

will because there is still excess demand for credit in Kores.

cent, and even higher at the non-bank in the last been forced to seek funds. "There will be strong incentives to develop those core industries freed from bank bor-

rowing restrictions." Dr Oum says.
The companies will will relatively disadvantaged and will

relatively disadvantaged and wind decline in importance."

Any pressures to specialise will, however, be limited by weaknesses in the policy. In particular, it will be difficult to the flowing from selected companies to other members if the chaebol. "Money have name tag." says Dr Han Seung have name tag," says Dr Han Seung Soo, former minister trade industry and a top economic policy.

the ruling Democratic Liberal party. "Opening I I Hyundai Motors may also open the tap to other Hyundal companies," in another ruling party official.

difficulty in monitoring finantially within the groups will inevitably limit the impact of credit policy.

beyond the set of credit policy, the process of opening the markets and the chaebol's own need to improve international competitive-

will the restructuring sought by the government have had monopoly profits here the had market has been closed. If we really open , then they will be forced to compete with world players," says Dr Koo at the presidential office.

The liberalisation of Korea's market

The liberalisation of Korea's market for goods — for example food — is still at an early stage. But its dependence on trade, and demands from economic partners such as the US, give it little option but to follow a policy of liberalisation. Despite the impression given by recurrent trade disputes, imports of consumer goods rose by about 10 per cent last year, and of machinery by 15 per cent.

The prospect of international competition in their own backyard, competition in their own backyard, com-

petition in their own backyard, com-bined with reduced price competitivebined with reduced price competitiveness in overseas markets, is already prompting some of the chaebol to take steps towards restructuring.
"Pressures are coming from foreign companies," says Mr H K Bae, manager of the corporate planning office of Samsung, the largest of the chaebol. He cites the adverse impact that

imports of Danish ham have had on profits at Cheil Sugar, one of Sam-sung's food-producing subsidiaries. Samsung's response to the twin pressures of internationalisation and market liberalisation had been set out before the government formulated its initiative in "Vision 2000", its corpo-Samsung will man on chemicals, Samsung will many chemicals, electronics and heavy machinary. These many machinary is are receiving the lion's share of funds for expansion. Samsung Electronics, for example, is increasing investment in R&D from won 350bn last year to won 460bn forecast for this year. Companies outside these three fields will be restructured. Cheil Textiles, for instance, has changed its name to Cheil Industries and is entering the chemicals industry. Cheil Sugar is now making detergents.

now making detergents.
Of all the chaebol, Samsung is furthest advanced in its restructuring thest advanced in its restructuring plans. But even Daewoo, which advertises that it makes "everything from A to 2", is making changes. "Several years ago we decided that light industry, textiles and shoes would not be main business lines," says Mr Yoon. "Since then, sales have remained fairly flat at about \$1bn for these products." He explains this performance as a result of concentrating resources elsewhere.
"Specialisation has to be gradual."

"Specialisation has to be gradual," Mr Yoon says, adding that Daewoo is still deciding where it will concentrate. Chaebol executives reject the idea of selling or closing down subsidiaries which do not fit in with group strategy, and describe instead lution of existing operations.

Like the big ships that many of the chaebol build, their size will limit the speed at which they change course. But the pressures now prompting the beginning of corporate restructuring "Korean style" should ultimately cre-ate leaner, fitter competitors on the

'Mainhatten' transfer

■ While German politicians and central bankers squabble and how European monetary union should about, lim city of Frankfurt has already committed itself in luring Europe's and bank

to the shores of the Main. It is ■ prize that London, Paris, Amsterdam, Brussels Luxembourg all the qualified in pick up. But, a line Euro-bank remains a nebuconcept mired in intergov-ernment discussions, its Frankfurt town-hall has revealed it Malready sinking

DM800,000 into a "paien promoting "Frankfurt

- in obvious choice".

The city will certainly help of the two public rela-agencies it engaged.

mayor-designate Andreas
von Schoeler was yesterday not quite frank enough to admit, Frankfurt is far from

As a financial centre, it is behind London, and strugges to hold its head up against Paris. So Euro-hankers seem unlikely to rush for a transfer in "Mainhatten".

However, all this is in be swept aside as Frankfurt starts winning friends and influenc-ing decision-makers at and abroad. The first target is the foreign press, being flown in this week to have their ears bent on strength and stability of the D-Mark banking system.

They are also supposed to be initiated into the delights of the Frankfurt life style although the only item on this to be a visit to the money museum.

Investment tip The 122-year-old Foreign Colonial is and the restriction investment trust, its best. Alas, it is now showing signs of advanced age.
First of all it got Liverpool
Street station mixed up with

Observer

Old Broad Street in the pic-tures in its latest annual report. More seriously, its stamped a residual doubling the company's £12,500 per annum contribution to Conservative party in the event of an election being Shouldn't F C's

blooded directors will and man what is in the Tory manifesto, before automatically dishing out more shareholders just to keep a limit in government in power? trust would not enjoy

enalled states for long if it invested the bulk of its money in a fashion.

Action men

International banking is no longer is sole banking's high-flyers, given the amount of money that has been lost over the last decade. Nevertheless, Bernard Horn's appointment as chief executive of National Westminster Bank's international business the fast track

The choice is somewhat surprising given that Horn has now responsible responsible group strategy and commu nications, and is a bit thin on lending experience. leap-frogs 53-year-old Ian Farnsworth, the European general manager, and replaces John Tugwell who has been sent off to set out out the Marker. Bancorp nightmare in the US, Although Horn's responsibil-

will not in Tugwell's US operations, and he will have a seat on the board, he obviously been marked out for higher things.

44, he is the same age as two dividud career rivals: Dr John Owen, the group trea-surer, and Martin Gray, the

peneral manager in charge of



"I hope it's not from

UK branch business, But he is a year older than a third

— Derek ______ chief execu-___ of UK financial services.

Closing ranks Kajo Neukirchen Incas tough jobs. After three years at the Klöckner-Humboldt-Deutz, which ran into many in the US farm machinery mar ket in the 1980s, the man with the film star looks and business manner is moving to Hoesch, the Ger-man steel and engineering

group where the recoverage cess is still under way. The change comes against the trange comes against the tragic background of the murder of I — ev Rohwedder, who headed the Treuhand, the east German privatisation
Hoesch's previous chief exacutive, he had switched its

emphasis from high-technology engineering. Unusually for Germany, was another the search for a part horse he make the for a new boss has split Hoesch. Hero Brahms, the finance

director, was Rohwedder's choice, but trade unionists thought him too hard-line, So the music-loving Neukirchen, 49, who keeps fit by swimming will have to mend some fences as he continues Hoesch's restructuring.

He has done a sterling job at KHD, which last year made its first net profit since 1986. As well as cutting capacity, he has set new goals for the company, stressing the devel-opment of new management board - and investing in a new diesel-engine factory. He

has cut jobs, too, but the task at KHD was big enough to keep the unions on his side.

Materialism ■ The earth may well be

churning around London's churning around London's Highgate cemetery's most famous grave. Although Karl Marx has gone on sleeping peacefully through the setbacks to east European socialism, something has happened that he can hardly be expected to take lying down; the issue to take lying down: the issue of a "Crazy Cash Offer" by the magazine Marxism Today. It is cutting £10 off its £23 annual subscription to new direct-debit subscribers which given a 78 per cent subscrip-tion-renewal rate, looks like good business to managing editor Julian Turner.

But how about the effect of such capitalist style whee on Marxist hard-liners? "Well, someone's just sent hack an offer-form inscribed with a hammer and sickle and an unprintable comment a Stalinist probably. But groups like the Nicaragua Soli-darity Campaign vary. Some

Nice work How many Sloane Rangers

of them abuse us, but a good

many more take the offers up."

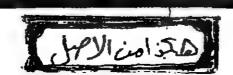
does it take to change a light-bulb? Two. One to mix the Pinnes, and the other to telephone the

More than 3,000 managers are currently studying on the Open Business School MBA. This flexible programme allows them to reach for an MUA without taking time off work. The Open Business School MIDA is open in all. To find the entry level which require your experience and needs, send for a brochure us call the DII Hotline.



| he IK6 | Open (HQ. | Business | School, | Dept | 1456, | Winterhill. | Milton | Keynes, |
|-----------|--------------|----------|---------|---------|-------|-------------|----------------|---------|
| ėu y | e send | the illi | M Prosp | échia (| 1492) | | 3413V - | |
| (r/) | d ou 1840 | ew #3.4 | | | | | | |

Save time by phoning the OBS Hotline 0908 249169 (24 hours)



Pricing in the UK telecommunications market

By William Baumol

A scattern Europe demonstrates, markets often are far better than governments at providing abundant goods and services. However, the market improved services at lower prices in privatised industries such as telecommunications if government pre-empts all deci-

Western along the western

Triuttania 🚊

This principle underlies the support for increased freedom for telephone service compa-nies expressed in the British government's telecommunica-tions white paper published last month.

last month.

The rightly recognises that in arenas where competition is ineffective, regulation continues to have a legitimate at Specifically, regulation should prevent companies from doing anything that an effective competitive market would prevent anything that an elective com-petitive market would prevent. However, few would advocate government price intervention in highly competitive markets because it raises costs and

harms consumers.

The white paper is a big step in the direction of a competitive market; but it does not go nearly far enough.

Economic analysis

regulated companies behave as they would under competition it should adopt three pricing principles. These are:

• a price ceiling (price cap) to

protect from excessive charges;

a price floor to prelarge from destroying smaller entrants through
low predatory prices that do

not cover costs:

not cover costs;

a competitive-market standard for the pricing of services that one company in the industry provides to another;

The price ceiling should be set to preclude any prices higher than competition would permit. The ceiling represents the price at which a rival would find it profitable to enter. Consumers should be protected from having to pay

The price floor conforms to an equally simple rule – the price of any service must yield revenues to the company sufficient to cover all the costs incurred in supplying that service. While a monopoly may be able to compensate for the shortfall that must result from any lower price through excess



Price principles: Oftel director-general Sir Bryan Carsberg and trade and industry secretary Peter Lilley

tive company can do so.

Third comes pricing of services supplied by one company to another. A company in a free market which voluntarily rents facilities to another company will do so only if the rental fee is high enough to offer the land at least as much profit as it could earn by employing the facility itself. Accordingly, the regulated company that allows a rival to use its facilities must be per-

profits elsewhere, no competitive company can do so. It implies that the floor and the ri implies that the Hoor and the ceiling are to become fully effective only after competition is firmly established — at a point when regulation is likely to have become redundant. It adopts questionable has for the write flow and for the write flow and for the write flow. mg standards as the basis for the price floor and for the pric-ing of services one company supplies to another. Finally, it proposes that freedom of deci-sion-making be phased in slowly, over five years. A tran-

The white paper is a big step in the direction of u competitive market; but it does not go nearly far enough

mitted to charge this price. Regulation should stick to three principles, but it should otherwise permit maximum freedom of decision to companies to avoid bureau-cratic costs and bull-for which the public and pay. In markets where compe-tition is inadequate, regulation are ensure that price is no higher than the ceil-ing and no lower than the floor just described, but management must be free to pick any

price in between. The white paper moves towards adoption of these rules. It acknowledges the role of a price floor as a supplement to the price cap calling; it pro-poses a rule for the pricing of services that one company supplies to another that comes closer to the competitive mar-ket standard than is currently allowed; it advocates greater flexibility in price setting, and, above all, it proposes elimina-tion of government restrictions

sition period of kind makes sense, but the proposed seems longer and more than its public

However, Inc. main ciency of the white paper may be its approach to the issue of "rebalancing" – that is, making relative charges for calls for line — conform more closely to costs. . The Office of Telecommuni-

cations, the industry regulator, protects Mercury (and prospec-tive competitors) by requiring BT to charge prices high enough to ensure Mercury's survival. However, the current form of this constraint entails a serious anomaly. To oversim-plify somewhat, the price BT may charge for rental of a telemay charge for rental of a tele-phone line has been set very low relative to cost, while the price charged for each call on such a line has been set very high relative to cost.

These two policies may seem mutually offsetting and hence without serious consequences.

without serious consequences. In fact, however, they under-

the low birth rate. In the US, the large number of immi-

broken down by age and sex".

Barciays de Zoete Wedd

expectations

From Mr Richard J.
Sir, Barry Riley's "The Long
View" (March 2011) aired a

to come fu terms with uncer-tainty over the future of their

mutual association.
In this include policyholders questioned whether the

management (Mr Riley's "club servants") was indeed in the

best position to recommend a merger without giving policy-holders the fullest understanding of the other possible courses of action, including the cassation of all new business

and run-down of the mutual.

institutions cannot in any

practical sense react as public company shareholders and

sell" their equity if the man-

agement's performance and actions fall short of the owners' expectations. The London III backe highlighted this frustration as the policyholders falt from the outset that management had to a far from sensitive to the best interest that owners.

If mutual institutions are to

survive in the current financial

environment, their manage-

ments will need not just to themselves of "capital" but also never to lose

sight of the complex expecta-

Richard J Raeburn.

Policyholders in mutual

concerns about

mutually-owned financial In 1987, London Life policyholders had

20-30 age group.

mine competition. They make the make the make the make the compete, and provide a similar "safe niche" BT.

I why, note the for a big tusing customer who uses each telephone line heavily, the cost of calls constitutes a relatively large share of its telecommunications budget. The opposite is true of house-

The opposite is true of households and mared businesses, whose lines are often idle and who therefore spend little on calls relative to lines.

With BT required to overcharge for calls and undercharge for line rentals, Mercury is positioned to drive BT out of the large business market by setting a price for calls geared closely to their cost. This market is becoming, in effect. Mercury monopoly. effect,
Mercury monopoly, because regulation forces BT to charge a high price for calls. Similarly, those rules exclude Mercury from the household because it cannot meet the low BT line price imposed by regu-lation. So, ironically, this regu-latory attenut to present and latory attempt to preserve com-petition denies the benefits of competition to households and

alike.

Rebalancing would permit
BT to raise its line rental fees
in exchange for a reduction in
the price of calls. This could benefit everyone. It would ben-efit Mercury and other compet-itors by enabling them to enter household and small-busimarket (In the III this proved enormously notice to AT&T's young competitors). It would benefit BT by permitting it to remain in the large business market. Finally, it would benefit us public by permitting genuine competi-tion in both markets to replace

m government-created cartel.

BT is at present allowed to rebalance its prices only alowly. The white paper refuses to countenance faster rebalancing for residential and single-line business rentals for theset 24 years and provides. at least 2% years, and provides no commitment as to what will happen thereafter. Can the object be to protect households and small business from being served by several competing companies? The author is a professor of eco-nomics at Princeton and New

York universities and has acted as a consultant to BT on the telecoms duopoly review.

Edward Mortimer

The benefits of competition 'Safe haven' is not enough



are being manufactured before our

ian problem

FOREIGN Prompt military action to remove Saddam Hussein from power may

be the only

be the only

be the process. It would certainly
be the manual there can be no
serious legal objection.

Article 2.7 of the United
Nations Charter, which forbids
the UN "to intervene in matters which

ters which essentially within the domestic jurisdicwithin the domestic jurisdicof any state", contains an imposit qualification: "this principle shall not prejudice the application of emorcement measures under Chapter VII".

Measures lotherwise known as the Gulf war) have town taken under Chapter VII. One of the objects of those sures under Security Council resolution 678, was the restoration a "international peace and security in the area". It would be absurd to suggest that this objective has been achieved, indeed resolution 688, adopted by the council last 888, adopted by the council last Friday night, states in so many words that the effect of the repression of civilians in Iraq is "to threaten international

is "to threaten international peace and security".

By Sunday well over half a million the security into iran, which (with at least 1.5m the way) felt obliged the security a quarter of a million had crossed in Turkey, which tried to close its border but could not, and fighting broke inside Turkey between police and local Kurdish demonstrators. Neither country is able to cope with country is able to cope with

such an influx. Not surprisingly, Mr Turgut Ozal, the Turkish president, called for the refugees to be given safe haven on Iraqi rather than Turkish territory. He even offered to send Turk-ish troops into northern Iraq as part of a UN force for this purpose. The idea was quickly taken up by Mr Dick Cheney, the US defence secretary; then the British prime minister per-suaded his European partners to back it; and by Monday night it was under serious discussion in the UN Security

A liberated Iraq could begin to apportion a fair share of power to all its constituent groups

Meanwhile, in the south, US
coops are preparing to leave
aq. Mr Brent Scowcroft, Prestent national security
diviser, said on Sunday Bush claims 1.

2000 Institute were in the troops are preparing to leave Iraq. Mr Brent Scowcroft, Pres-ident national security adviser, said on Sunday adviser, said on Sunday
40,000 Iranis now in the
pied zone would not be abandoned. Apparently may are
be put in camps in the demilitarised zone to be
along the Kuwaiti border,
which will extend 10 km into
Iraq. So that is another "safe
haven" on Iraqi territory.
Security Council resolution
687, passed last Wednesday
("the mother all resolutions"), places Iraq under
kind of international probation. Resolution 688 kind of international proba-tion. Resolution 688 to the further. It the repression of Iraq's civilian populations; demands that had put a stop to this repression; calls for a "broad dialogue", aimed at ensuring respect for "the human and political rights of all had citizens" and

Bush claims conquered, but which evidently continues to havnt him. He does not want "a police role in downto... n Baghdad". He fears that an operation to occupy Baghdad and depose Mr Saddam would cost far more casualties than Operation Desert Storm did; that any gratitude felt by the Iraqi population would wear off long before there was a viable government to hand over to; and that US forces would soon look like old-fashioned imperialists old-fashioned imperialists

Those are serious fears, not to be lightly dismissed. It would have been much better to give air cover and political support to the opposition last month, which is a larger in the was at its peak. That would

The real problem is political: that very 'Vietnam syndrome' which evidently continues to haunt President Bush

international humanitarian organisations immediate access in all those who need assistance in any part of Iraq. The connection between international peace and secu-city and the nature of Iraq's internal regime has thus been clearly established. If Saddam Hussein letter and the spirit of resolu-tion 688 he would not be Saddam Hussein – and he be unlikely to remain in power more than a few minutes. Moreover he is clearly responsible for a whole range of crimes under international law. No one really imagines that peace and security in the area can be restored while he is still in office, and, even if Mr John Major cannot "recall askjoin Major cannot "recall asking the Kurds to mount this
particular insurrection", as he
so chillingly put it last week,
both he and President Bush
have publicly advised the Iraqi
people and/or armed forces to
change their leader. That in
itself is a clear interference in

have been far more effective in inducing a change of heart by senior Iraqi than the policy in fact adopted, of giving looked like support to Mr Saddam, at least to the units which remained loyal to him, as against the rebels.

But this policy now looks But this policy now looks like leading to that fragmenta-tion or leading to that fragmentawhich it supposed in avoid, with UN-policed enclaves both ends the country, populated by refugees from Mr rule ill inevitably in as for continued guerrilla warfare against him. If, Mr Major has suggested, the Kurdish enclave were to include large towns, it would be to all intents and purposes a Kurdish state under UN protection. In fact it would be that anyway, since refugee camps of the size envisaged would quickly become large towns.

The situation is comparable

to that which existed in Bengal

frontier from General Yahya Khan's repression in East Pakistan. Rather than tolerate this, India sent in its army to end the repression and allow the repression and allow the repressed opposition, led by Sheikh Mujib Ur-Rahman, to come to power. Bangladesh was born, and soon afterwards admitted to the UN.

Turkey and Iran will hardly wish to act as godparents to an independent Kurdistan, and should not be obliged to do so.

United States of the States of Sta country suffering from one problem named Saddam Hus-sein. The aim of UN action in frag should not be to help the Kurds only, still less to parti-tion the country, but to deliver the whole of it from Saddam's

the whole of it from Saddam's rule.

The occupying forces should appoint a broadly-based province of the saddam is seen and fair elections under UN supervision. They should have a list of Iraqi individuals, headed by Mr Saddam himself, who are accused of direct responsibility was crimes. These should be apprehended possible and tried, either by an international tribunal or by an internationally-monitored procedure.

The occupying forces should withdraw as soon as the provisional government is lished and the provisions resolutions 688 been implemented. But the new government should be given all economic and technical assistance in rebuilding the country, so long as it stuck to its democratic programme and timetable.

If the US is unwilling to com-

mit ground forces to this operation it could confine itself to providing air cover. Troops could come from the countries most directly in a in solving the refugee problem: Turkey and Iran, preferably joined by Arab in especially Sunni-ruled ones such as Saudi Arabia and Egypt. This would help reassure Sunni Arab Iraqis, who form the bulk of the population in central lrag and provide most of the army officers, that the objec-tive was neither partition nor a sectarian Shia state, but a constitution under which Sunni, Shia and Kurds alike would be

FT PROFILE

Tel 0932

Sunbury-on-Thames,

Middlesex TW16 7UD.

PO Box 12,

'Native' a term with wide definition

from communism in eastern European countries into West Germany. This partly explains why, despite the effect of the war upon the adult male Ger-man population, there is a bulge in the age distribution of 50.60 year olds.

50-60 year olds.

The native relations of many western economies have

been reproducing a line replacement level for much of replacement level for mid-1960s. the period since the mid-1960s. Immigration has been the swing factor in differentiating

population growth in these countries. Germany's popula-

tion fell for a number of years, with the work force boosted by immigrant labour which was

not awarded citizenship.

The UK's population has

been static in years due to net immigration offsetting

From Mr Bill Smith.

Sir, It is worth expanding on one word in Anthony Harris's demographic piece ("And now for something completely different", March 8) The term "native" is important both in the context of German nationality, and march generally of ality and more generally of

i ins

German nationality is available to those of Germanic ori-gin. This is a wide-ranging definition potentially including descendants of the Germanic tribes in other western and

eastern European states. The total Germanic population of Europe may exceed 100m.

There is a precedent for the population surge Germany is now experiencing. After the Second World Wer many pro-Second World War many peo-ple of Germanic origin fled

A menophobe - and proud of it Fulfilling great

From Mr John Spellar. Sir, I noted from Christian Tyler's profile of Dennis Skinner ("Down the pit at Westminster", March 30/31) that the Bolsover MP "denies the rumour that he is a xenophobe

without a passport".

In how these rumours managed gain currency. It might have been spread by those who were at Tribune meeting some years ago when Mr Skinner made his usual witty comments about visits in winter between the Tropic of Cancer and Tropic of Capricorn, which I he mentioned in your article. He

not even have a passport. For this he was loudly applauded by lumpen in the audience but vely put

Hayes Court, West Common Road,

rooms have, as Observer the been extended by an hour and we have set a speed-of-service target of two hours for all

searches by larger users.
Our large customers
previously paid the same
charge smaller ones but
have not received the same service. We are committed to providing the same level of service

We campot offer a one-hour

More speed in searches service

From Mr David Durham. Sir, Observer ("Official improvements", April 5) may have misled readers about the changes Impanies House has recently made.

From April 1, opening hours in Companies House's search our customers. This represents halving of the existing fourhour target for 80 per cent of

then proudly proclaimed that he never went on these trips abroad and stated that he did

down by Mr Jimmy Reid in a later contribution who strongly denounced him for chauvin-John Spellar,

national officer, Electrical Electronic Telecom-munication & Piumbing Union,

with our present technology, but we plan to move to some hour service by 1994 in the meantime, we already offer a variety of other search services including a premium (20-minute) service and delivery by post, courier or

We will take orders by phone from those who have an account with us or who wish to pay by credit card.
A few customers will suffer

from the recent changes but will from our response to the demand for longer opening hours.

David Durham, chief executive and registrar of companies, Companies House,

Hazy rules not in keeping with an open market

grants in recent years has pro-vided a substantial boost to the From Mr James T. Burton.
Sir, I read Simon London's article on the Italian governoverall population. In all cases, a disproportionate part of the immigrant labour force tends to be in the ment bond market, (Treasury aims to attract overseas inves-tors", March 18) with interest. 20-30 age group.

an actuary, I was delighted to see a high-profile article on demography, a subject whose importance to often underestimated. It also gives rise to one of the few approximations to a joke in statistics, being defined as "study of the population broken down by age and sex". Mr London notes several obsta-cles to the full participation of foreign investors in the domes-tic bond market. Among these are tax and settlement prob-lems, Mr London may

add another to his list. New Italian laws governing New Italian laws governing the organisation and structure of the Italian securities markets when the securities markets when the securities markets an impediment to foreign broker deeler activity in the Italian securities markets. This, in turn, lead to a reduction in foreign participation in Italian foreign participation in Italian securities generally, and Ital-ian government securities, spe-

cifically.
Clarification of the new regulations is awaited by market participants. Until then, the ambiguity of the rules regarding registration, jurisdiction and scope of activities covered they are currently in vi-they are currently in vi-of the new registration laws.

will soon
on discomforting decision as to whether or not a decision as to whether or not a separately-capitalised. It is a separately-capitalised and a separately-capitalised. It is a separately-capitalised at the separately-capitalised and a separately-capitalised and a separately-capitalised and separately-capitalised and separately-capitalised separate

financial services.
Such clarification by the Itallessen our concern, as well as those of others. In the mean-time, if the Italian authorities are serious about opening their government bond market to foreign investors, we find these new regulations an odd way to James T Barton, chairman,

international committee

Fax service

LETTERS may be faxed on 071-873 5938. They should be clearly typed and not handwritten. Please set the fax machine for fine resolution.



Armed with this information, you'll be able to make the right decisions

To get your hands on this valuable source of business information, just complete and return the coupon below and if you can't wair, call us now on 0932 761444.

I would like all the information at my fingertipe. Please send me more denils on FT PROFILE No. of employees under 50 ADDRESS TELEPHONE POSTCODE I already use online NATURE OF BUSINESS □ ■ □ N₀

US and Israel agree on Middle East talks

THE US and Israel agreed in principle yesterday on a pro-posal to hold a Middle East regional peace conference. But Mr James Baker, US secretary of state, warned there was still "a long, long way to go" before Arab-Israeli negotiations could

The proposal for the conference - under US-Soviet aus-nices and leading on to substantive negotiations - was with Mr Yitzhak Shamir, Israel's prime minister, and Palestinian leaders from the occupied territories.

such meeting within a month.

Israel's conditions for any peace process remain in place and include issues such as the status of talks and the elements which could come under

Israeli officials suggested that their view of the condi-tions was broadly shared by the US. It was now up to the

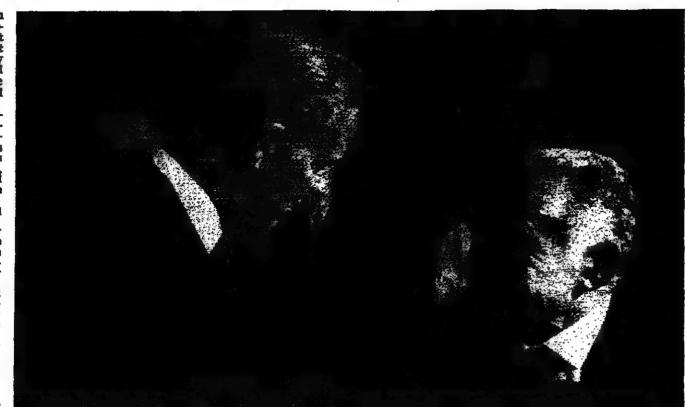
Arabs to accept.

Mr David Levy, Israel's foreign minister, said: "We will
now have to work and see that
the other sides join this great
project which if successful will
be historic." Mr Baker, however, was much more cautious, saying it was not the case that "some-

was not the case that "some-thing has been completely agreed to".

He hoped to be in a position to make progress when he moved on today to Egypt and other Arab capitals — after fur-ther talks with Mr Sha-mir — but "many, many ques-tions and many, many details" remained.

This is in line with the "two-track" approach now espoused



US secretary of state James Baker and Israel prime minister Yitzak Shamir after talks in Jerusalem yesterday

agreement that the proposed conference should be little more than a symbolic curtainraiser to a process of negotia-tions in which the Palestinian issue would be treated separately from bilateral Israeli-

by Washington.
Local Palestinian leaders, led
by Mr Faisal Husseini, told Mr Baker, however, that they feared this approach would leave the Palestinian issue

They did not rule out a regional conference, but said any Palestinian participation must be approved by the PalesThey also insisted on accep-tance by Israel of the principle of withdrawal from the occupled terrorities in exchange for a peace settlement. The issue of Palestinian rep-

recentation is one of the tough-est obstacles facing Mr Baker. Israel refuses to accept even an indirect role for the PLO, rul-

ple. Producing a credible Pales-tinian delegation from the occupied territories without PLO endorsement has proved impossible in the past.

Israel also refuses to give advance commitments on "land for peace", a formula the US supports.

Georgia formally splits from Soviet Union

By Leyla Boulton and John Lloyd in Moscow

formal and complete indepen-dence from the Soviet Union in an effort to force the union government's hand over the issue of secession. The declaration, signed by

all 227 deputies present in the Georgian parliamentary cham-ber – and greeted with cries of Long Live Georgia", bases the state's legality on a treaty of May 1918 when the Republic of May 1918 when the Republic of Georgia was granted statehood by the new Bolshevik state, only to see it extinguished by that state three years later. Like the Baltic republics,

Georgia is claiming an unbro-ken statehood throughout the

Political leaders and activists in the republic were yesterday preparing for a national general strike, aimed primarily at putting pressure on the

BRITISH Sky Broadcasting

plans to sue United Interna-

tion grouping three leading Hollywood studios, in what

could become a landmark case

affecting pay television chan-

sion venture which runs two subscription film channels in

the UK, is trying to overturn as illegal an \$800m movie rights deal first signed with UIP in

1988.

The deal covering all the production from the three state-

dios for five years came into effect last year when BSB

launched its service.
UIP is the international dis-

tribution arm for Universal,

Paramount and MGM, studios responsible for box-office hits such as Fatal Attraction,

els throughout Europe. BSkyB, the satellite televi-

draw its Interior Ministry troops from the region of South Ossetla, where ethnic clashes continue between Georgians

and Ossetians. The strike is also designed to express solidarity with miners and other workers who are striking elsewhere in the Soviet Union.

In a referendum last month, In a reterendum last month, Georgians voted overwhelmingly in favour of independence. Mr Zviad Gamsakhurdia, the republic's president, is clearly seeking to capitalise both on popular enthusiasm in Georgia and on the weakness of the central authority, with whom he vesterday demanded whom he yesterday demanded immediate talks.

years to the day after Soviet troops were deployed against demonstrators in the capital, Tollist, leaving 21 dead. That issue, and the blood spilled in South Disetia - represented

formed last November from the merger of British Satellite Broadcasting and Mr Rupert Murdoch's Sky Television, is about to file a formal com-

plaint against UIP with the Ruropean Commission in Brus-sels. Action will also be taken

in the High Court in London

seeking damages and the set-ting aside of the original UIP-BSB movie deal.

The UK satellite company is

that the UIP joint venture for that the UIP joint venture for the distribution and licensing of pay-television rights is con-

trary to the Treaty of Rome and therefore void under Euro-

pean Community law.
It will argue that the joint

negotiation on behalf of three studios is anti-competitive because it leads to more oner-ous terms than any single single studios.

on the Georgian side as wholly on the Georgian aide as wholly the result of provocation by the Soviet government – have been insistently played on by Mr Gamsakhurdia to produce a mood of national fervour of great emotional force. It is not clear, however, how for the more will make an

far the move will make an effective difference to the republic's position. Most of the institutions of government, including the KGB, are already in its own leaders' hands.

Mr Gamsakhurdia pro-

claimed independence immediately after the election of his Round Table alliance last November, although he said then that a transition period of two years was needed. He now

would be null and void, the three studios involved could be

sued individually for damages

and the Commission could

impose fines up to 10 per cent of UIP's worldwide turnover.

pay-television broadcasters, such as Canal Plus, the French

subscription film channel, and Filmnet, the Scandinavian film

Mr Gary Marenai, UIP's president for European pay-televi-sion said yesterday: "Obviously this will cause a lot of discus-

sion between UIP and its part-

ners in Hollywood."

Mr Marenzi declined to com-

ment further but there is clearly surprise at UIP that BSky8 should be planning

annel, could also be affected.

Deals with other European

The move has succeeded in closing the ranks of Georgia's famously quarrelsome and fragmented political groups around the republic's presi-

Hollywood studios to be sued by UK group

dent. Mr Ivlian Xaindrava, a ember of the executive of the Congress group of parties opposed to Mr Gamsakhurdia, said last night that a meeting of the executive expressed full support for the declaration.

"Everything now depends on the next moves he (Gamsak-hurdia) makes. There may yet.

hurdia) makes. There may yet.
be a tragedy here".

The declaration proclaims
Georgia as an "independent,
democratic state" with guarantees of human rights for all
regardless of race, language or
religion.

Soviet troops seized a building in the Lithuanian capital,
Vilnius, yesterday, in what was
described by president Vytautas Landsbergia as "a new

escalation of provocative The building was a driving school, with former links to the

10 years for the same amount

of money. The sums paid to Hollywood

for film rights hold the key to BSkyB's short-term chances of

getting its costs down and bringing forward its break-even date.

A total of £1.4bn (£2.5bn) has

A total of £1.40m (\$2.50m) has already been committed to the satellite venture by five main shareholders – Granada, Pearson (publisher of the Financial Times), Reed International, Chargeurs and News International. The venture is still losing £3m a week – £5m when financing charges are included.

financing charges are included.
The original negotiations for
pay-television rights for the
UK market turned into an auction as BSB and Sky each tried

By John Eiliett In Hong Kong

MR Douglas Hurd, Britain's foreign secretary, returned to London last night having falled in his attempt to win agreement from Peking for Hong Kong's proposed HK\$100bm (\$12.7bm) airport.

Mr Hard showed no signs of such optimism at the end of his eight-day trip to Hong Kong and China and said there was no question of going ahead with the project 'st any price in terms of finance or in terms of Chinese involve-

Having experienced Peking's

Mr Hurd laid down two principles for future contacts. These are intended to ensure

controlling decisions.

The first principle involved Hong Kong consulting more with Peking. It was "light-headed nonsense" to believe, as some people did in Britain and Hong Kong, that Peking should be kept as "distant as possible". Consultation should not be interpreted as "some kind of surrender" to Peking.

The second principle was

The second principle was that there should be "effective government" by Hong Kong, "Consultation means providing China with information, welcoming their views, but then using the critical of the principle of th then using the authority of the Hong Kong government to take decisions," said Mr Hurd. take decisions," said Mr Hurd.

He said it had not been possible to reach an agreement so far on the airport "in line with these two principles". If there was no final agreement, it would not be possible to build the airport "according to the timetable envisored. timetable envisaged by the government".

This watered down his warning last week that the project would be "shelved" and reflects the Hong Kong government's concern to maintain confidence in the colony. Ronald Li trial, Page 6

UK, Peking fail to agree over new airport plan

However, Li Peng, the Chinese prime minister, said in Peking that differences on the project had been narrowed by Mr Hurd's talks which are still continuing between officials. I think some day, maybe in the near future, the two sides may find common points and a solution." he said.

lengthy and often convoluted negotiating style, Mr Hurd also warned that Hong Kong faced "a stony and uphill road" with "many obstacles" until China regained sovereignty in 1997.

that Hong Kong's government steps up its previously some-what half-hearted attempts at keeping China informed, while also preventing Peking from controlling decisions.

Patent medicine from Glaxo

Yesterday's 3 per cent fall in Glamo's shares might seem an odd response to a challenge on drug patents which was sup-posed to be in the price mouths ago. But the market's behavago. But the market's behaviour is intelligible enough. The high premium on Glazo's shares is due not to the company's present rather stodgy profits performance but to the expectation of much faster growth in the mid-1990s. If everything pageible want

growth in the mid-1990s. If everything possible went wrong with Zantac's patent in the US, it is just conceivable that by the mid-1990s Glaxo might not be growing at all.

The threat turns on the argument that the particular crystalline form in which the drug is marketed — which is patented until 1992 — is not in fact sufficiently novel to deserve a patent. In that case, the expiry of the US patent on the basic compound in 1995 would throw the field open. As a rule of thumb, the immediate effect of generic competition on drug sales in the US is a drop in annual sales of around one third. Since Zantac in the US might still be contributing a quarter of group profits by 1995, this could be enough to offset the growth from the new drugs for asthma, migraine and so forth.

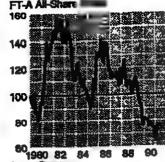
It is most unlikely that it and so forth.

It is most unlikely that it will come to that. Although the will come to that. Although the company mounting the challenge specialises in busting pharmaceutical patents, Glaso will doubtless have laid a minefield of other patents relating to the use and processing of the drug. The unsettling thing about all this, though, is that it re-opens the question of a product gap between Zamac and Glaso's new drugs, some of which are proving slightly controversial. Glaso remains a quite exceptional company and the rating of its shares does not look seriously under threat. Nor is it anything new for the earnings stream of drug companies to be impossible to forecast. But when the company has a market value of

pany has a market value of over £16bn, the occasional touch of market nerves is only

to be expected. Mowlem

Judging by the reaction to John Mowlem's 246m rights issue yesterday, the market's desire to pump cash into the construction industry is inexhaustible. In the past five performed the market by ilmost half and the sector by a third. Along with the cash call, Mowlem produced a near-halving of earnings per share, a held dividend and a 4 per cent Mowlem J



drop in shareholders' funds. The shares went up 3 per cent

The shares went up 3 per cent just the same.

For the sector as a whole, the question is how far the cash will go to exploiting the recovery as against repairing the ravages of the downturn. To be fair to Mowlem, it can make a better case here than most. Its gearing fell last year from 53 per cent to 35 per cent, even if the fall was wholly due to a doubtless unrepeatable squeeze on working capital. Its desire to buy housebuilding land is in the with the latest conventional wisdom. The London City Airport, if permission don City Airport, if permission to use jets comes as promptly as Mowlem expects, could prove a saleable asset. The fact remains that Mow-

lam's earnings per share may be static this year and lower than they were in 1985. In that case the shares are on 15 times earnings, which makes the institutions' appetite the more perplexing. It could be that the preoccupation with longer-term recovery in construction is getting out of hand.

Stanhope

There are two ways of inter-There are two ways of interpreting Stanhope's surprising 25m of provisions in yesterday's interim results. In writing down some of its project values, the company may simply have been providing for the rest of what will clearly be a terrible year. The alternative view is that Stanhope was always going to make provialways going to make provi-sions this year, but would have preferred to hang on until the year end in hopes of an upturn. In bringing forward the pain, it seems to have admitted that no

such recovery is in sight.
Its position is not as desperjoint Broadgate venture is running a 240m annual deficit and might have to look for an equity investor. At the same time, Stanhope's other projects are proving hard going. The

1990 ANNUAL RESULTS

performance

in a

recessionary

"Resilient

letting of Stockley Park has proved slower than expected, Finding a tenant for the Ludgate development has helped, but is no real substitute for an outright sale.

After yesterday's fail to 86p, the shares stand on a 43 per the shares stand on a 43 per cent discount to a revised net asset value of 150p. This looks a fair reflection of the doubts that now hang over the company's ability to shrink its off-balance sheet ventures and reduce its growing cash problems. It remains a highly-geared recovery play. Later this week it should be revealed whether Rosehaugh deserves even this distinction.

Tate & Lyle

Tate & Lyle's A\$290m cash bid for Bundaberg Sugar is nicely poised. While yesterday's further rejection from Bundaberg was predictable. Bundaberg was predictable enough, it scarcely constituted a convincing defence. In the absence of a rival offer, it seems the battle has already boiled down to one of price. Unfortunately for Bundaberg's shareholders, Tate's record does not suggest that there is much in the way of a bonus to come. Speculators were left with sticky fingers when Staley was acquired in 1988; nor has Tate hesitated to walk away if the price reaches uncomfortable heights.

An increased bid would be an admission that the UK group has plenty at stake. Bundaberg offers a way into the Pacific basin, the only remaining region in which Tate has no significant presence. The

no significant presence. The half-share of a popular rum brand could be sold off to Guinness for a nice turn, leav-ing a business ripe for the application of new sugar pro-cessing technologies. Bundaberg produces around 18 per cent of Australia's raw sugar, trailing the dominant CSR; but CSR's lead in refined sugar is there to be attacked and there is a fast-growing regional

export market.
Under the present offer
Tate's gearing would rise to 92
per cent, and it has some room
to increase the bid. Assuming Bundaberg makes around A\$30m this year, there would be minimal dilution. Indeed, earnings might be slightly improved if the world sugar price defies predictions and comes out of its sustained per cent acceptances, which could be a problem with small shareholders controlling up to 20 per cent of Bundaberg's equity. Time for a sweetener,

M32, 25, 3

legal action at a time when talks were apparently still con-tinuing between the two par-ties on a renegotiation of the movie deal. BSkyB was trying to spread the agreement over to corner the rights to the best films. In the end, the two rivals split the main studios between them and pushed up film prices to unprecedented levels. Television raing, Page 5 Licence To Kill and Indiana dio could exact. If Brussels were to find against UIP, all agreements BSkyB, the joint venture UN discusses ways to protect refugees

Continued from Page 1 backing had been given to gangs of Kurds inflitrating Iraq from Turkey and Syria.

Velyati, the Iranian foreign minister, summoned the capital's entire diplomatic corps to hear his account of the gravity of the refugee problem. He said that in the past two days 500 Kurdish children had died on the Iranian side of the border, Mr Javier Pérez de Cuéllar, UN secretary-general, who has ed reservations about the British plan, said in New York he hoped to send a survey team to the area, including

WORLDWIDE WEATHER

Turkey and Iran, before the end of the week. This would help him to comply with a security council res-olution adopted late on Friday which asked for a report forthwith "on the plight of the Iraqi civilian population and, in par-

ticular, the Kurdish popula-

the Iraqi authorities". He was also directed to use all the resources at his disposal, including those of UN agencies such as the office of Refugees, to help Kurdish and Shia refugees fleeing Iraq.

tion, suffering from the repres-sion in all its forms inflicted by the High Commissioner for key could also procure food

UN officials in Geneva said that well over 1m Kurds had flooded into Turkey and Iran,

and appealed for urgent aid. Speaking in Divarbakir, the provincial capital yesterday, for Vehhi Dincerier, the Turk-ish minister of state in charge of the relief effort, criticised western governments for their slow response to the crisis. President Turgut Ozal suggested last week it would be easier to supply the Kurds inside northern Iraq. He called on the international community of the control of the contr

nity for support but said Tur-

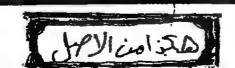
Discussions of the British plan coincided with the start of the formal Gulf war ceasefire. The ceasefire, to go into effect soon after 7.80pm GMT, replaced an informal cessation of hostilities observed since the end of February between Iraq and the US-led alliance that forced it to withdraw from

The ceasefire will also permit the despatch of a UN observer force to patrol a demi-litarised zone on the Iraq-Ku-wait border and pave the way for the withdrawal of about 100,000 US troops occupying part of southern Iraq.

climate." Profits before taxation £250.5m Earnings per ordinary share 67.0p 58.5p Dividends per ordinary share 23.25p nd Report will be published on 17 April 1991. If you would like a copy please write to



OULTON - LEXESIDE - ABBISQU-WESLEY - LARARD



7 W A Lyks Asse.

. . London Tax

Alike To

Specialization and

And the state of the state of

in the beauty

of the parts

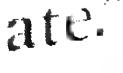
1 THE 22

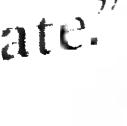
1日から2月

AP STE SON

September 198

nance







Global Capacity

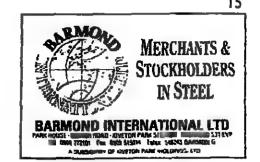
Nomura International pie House

1. St Martin's-le-Grand London ECIA JNP
Telephone: 071-236 8811 of TSA ___ISE

FINANCIAL TIMES

COMPANIES & MARKETS

Wednesday April 10 1991

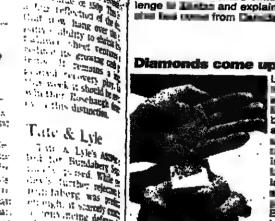


INSIDE

Fighting over the world's ulcers

The challenge 🗠 Glaxo's Zantac ulcer many ment drug a come in than in pharmaceuticals industry in expected. The attempt by Genpharm I in launch in own version of the drug a sparked what promises to be a protracted legal battle. I have and Bernard Simon look a the challenge. After the delignment of the control lenge and explain why is first offen-

Diamonds come up trumps



Lenin had given way Trump as the incherent in \$125 hair. dramatic turnwhile in the iterations industry in the imi Under management Endiama has

from 267,000 carata aid 1.4m purely in Teles Julian Ozanna reports. Page 24

Boom to bust

Property companies are beginning to swell in the property of The bankrupt in the same of the bankrupt in t High Iran and falling prices have imposed and a sequence on the property industry since the and World War. Stefan Wagstyl looks at the end of a boom and ers. Page 18

ikea widens US beach-head



North America has been in graveyard for man foreign ambitions. Yet in a man ish retailer, in hopeful 🚅 jolning 📂

week, much ribbon-cutting and an adver-tising blitz, and opened it to be in Long Island. Nikki Talt in a at the last the group's patient preparatory work may per divi-

Fried Krupp returns to profit

Fried Krupp, the diversified German and and engineering group, returned to profit in the state of the day. A a DM450m in Use: par group will report a pre-tax profit of DM350m (\$206.5m) It 1990 with pre-tax profit of DM100m Fried Krupp GmbH, said III Cromme at the opening Hanover In The try Fair. Page 18

Hitting a high note

and Hawkes, the International publishing and instrument-making group, fitted from minimum increase in own-manufactured products and better financial management to to (\$5.8m) from a previous (2.4m) despite - currency make 22

Market Statistics

| Base tending rates |
|----------------------|
| Burchmark Sovt bonds |
| FT-A indices |
| FT int bond syes |
| Figuretal futures |
| Foreign exchanges |
| London mount feeting |

London traded options London tradit options service that service Money meriants New lot bond issues World commodity prices
World stock mkt indices

| desdrikkinger 197 fra | - | GC-0001 |
|------------------------|----|--|
| or | | Laird Group Man |
| exandra Workwear AA | | Mannesmarn |
| HF | 16 | |
| ockleys | | Mowlem |
| oosey and Hawkes | | New England Props |
| ostrom | | AME |
| ourne End Props | | Riva |
| itannia Group | 23 | Savoy Hotel |
| pital E Regional | | Shandwick |
| ty Centre Rests | | Sherwood Computer |
| ith | | Stanhope Properties |
| | 23 | A STATE OF THE STA |

| Fried Krupp Laidlaw Laird | | | | Wardle | Storeys | | |
|--|--------------------|----------|---------|----------------------------|------------|-------------|---|
| Chief p | orice | e | her | nr ea | yester | da | У |
| PRAMER PUNC Hilliages Asko Pri Hostor Hilliago | 775 1111 188 | +++ | 13 8 | Egrocus Orsen Profes | 907 464 | + + + | 1 |

| PRANKFUIT | | | | Services | 907 | + | 2 |
|----------------|-------------|-----|------|--------------------|------|---|------|
| Asiko Pri | 775 | + | 100 | Orsan | | - | - 9 |
| Boldschmidt | 111 | + | 13 | | _ | - | 16 |
| Hörten | 188 | ÷ | 8 | | 464 | + | 18 |
| See Character | 100 | + | 20 | Palls | | | |
| | | T | 44 | Evelor | 260 | _ | - 10 |
| Palls | - | | | | 205 | - | |
| Hericel Pri | 552 | _ | - | | | _ | |
| Marcades | | _ | | TOKYO (Yes | N) | | |
| HEW YORK | 37) | | | Pilone | | | |
| Rises | | | - | Chao Paper | B40 | 4 | |
| Beckenson | 17% | + | h | | | - | |
| Diographics. | 9% | ; + | | Poli Kisan | 1360 | | 17 |
| FHP left | 271 | + | 34 | Micho Sulma | 1920 | + | 27 |
| US F&G | 114 | + | 14 | Falls. | | | |
| Fells | | | | Book of fusite | - | | |
| Amgest | 127% | _ | - 1. | Siller in service. | - | _ | 72 |
| US Surpical | 1234 | _ | 242 | | 790 | - | |
| PARES (PPr) | | | | Jähonkeski Wide | | | |
| Risos | | | | | 1030 | _ | 71 |
| Credit Lyon | 683 | + | 17 | | TUCU | _ | |
| Here York pric | | | | | | | |

Psion Stanbops Prop UK Land

Pechiney beats forecast with

19% decline

PECHINEY, the French aluminium unveiled 19 p
decline in profit before exceptional gains for 1990, showing a greater-than-expected to the plunge in world aluminium prices and the dollar's fall.

Mr Jean Gandois, group chairman, said Pechiney had already felt the benefit of the dollar's recovery since the start of the recovery since the start of the year and that on present trends, the fall in operating profit in 1991 should be "limited."

The state-controlled company's net profits rose 47 per cent from FFT3.3bn (\$584m) in 1989 to FFT4.9hn last year, including a FFT2.7bn one-off profit from the sale of its central Paris headquar-

Earnings also benefited from a decline in financial charges from FFr3.4bn to FFr2.5bn last year, partly reflecting the fall of the dollar in which Pachiney keeps half its borrowings.
Stripping M exceptional

gains, group profits fell from
FFr2.7bn FFr2.2bn, on turnover down II at cent from
FFr88.4bn to FFr78.5bn.
Mr Gandois pointed out that
Pechiney's underlying earnings
fell less than aluminium companies which, unlike the French

group, had no packaging inter-Pechiney's acquisition of American Melling Can turned it into be producer of metal

THE US Department of Transportation is thought to be close to

a ruling on the proposed sale by Trans World Airlines of its

ondon-Heathrow routes to

There were some suggestions that a statement might be forth-coming yesterday morning, but by lunchtime no announcement

had been made in Washington. It is also possible that any ruling would not incorporate a decision on the fate of all the routes.

The \$445m sale has proved con-

troversial, with TWA's unions

lodging opposition to the deal while TWA's owner, Mr Carl Icahn, has claimed that any delay could endanger the airline's

American Airlines.

Ruling expected on

TWA routes sale

drinks cans, so that packaging represented 38 per cent of last year's turnover and aluminium 26 per cent of sales.

Profits growth in packaging had helped Pechiney reduce the impact of a 25 per cent fall in

impact of a 15 per cent fall in aluminium prices over the year, compounded by a 15 per cent drop in the value of the dollar — in which aluminium is traded — he said.

he said.

The packaging division perating profits 135 7.6 per cent 155 7.6 tained demand upstream and continuing increases in produc-

The group expects capacity utilisation in its European can-making plants to fall fractionally

making plants to fall fractionally this year, because of the introduction of new capacity in the UK and northern France.

But it believes the growth outlook is strong enough to justify an increase in capacity and is planning to build a 1.2bn can per year plant near Barcelona, northern Spain.

Pechiney International, the group's 25 per cent quoted subsidiary, reported a fall in sales from FFr47.9bn to FFr43bn while its operating profits showed a decline from FFr4.3bn to

decline from FFr4.3bn to FFr3.6bn.

Net profits ar Has subsidiary dropped 28 per sull from

In a limit ruling last month, I I suggested that the sale linee important routes

between Boston, Los Angeles,

and New York - should go

ahead. Two more, from Baltimore and Philadelphia, should be auc-tioned, while TWA should retain

the route authority between Lon-

don and its St Louis hub.

Since then, however, a possible bidder for TWA has emerged. Tracinda Corporation, a private company controlled by wealthy West Coast investor, Mr Kirk Kerkorian, has joined forces with the unions and said it wants to acquire the carrier provided it

acquire the carrier provided it

Tracinda would invest \$250m

immediately in working capital.

retains the London routes.

don and its St Louis hub.

From clockmaker to aerospace group with £700m sales

new ground in the aero-space industry today with the announcement of an order from Boeing, the US airplane manufacturer.

manufacturer.

The UK aerospace group has won an order to provide a significant sub-system for Boeing's 777 airliner which is due to come into production in the mid-1990s.

"This will take avionics into areas it has never been before," claims Mike Bridgman, managing director of the company's avionic controls systems division in Cheltenham.

Boeing is renowned for a conservative approach to technologi-cal innovation on new aircraft. Smiths is a down-to-earth com-pany, which does not shout about the quality of its products. Yet the two groups have cooked up what could amount to a revolution in civil aircraft design, man-

tion in civil alreraft design, manufacture and operation.

Smiths will install a computerised system to control fuel management and electrical power distribution within the sircraft. This will replace the miles of wiring, weighing up to 1.5 tonnes, used on conventional civil aircraft.

The order is one of the biggest

The order is one of the biggest steps in transforming Smiths from precision instruments maker to one of the foremost avionics suppliers in the world. The key to the transfer tion has been its ability to harness successive waves of technology — mechanical, electro-mechanical and micro-electronic.

Smiths is company driven reboth technology and finance. It spent £108m (£191m) last year on and development, and development, turnover of just £700m. Init has a pile of cash — about £125m—which should soon fund a signal acquisition. It has been nilla acquisition. It has m pipeline of technologically sophisticated products.

But the vital question whether the company can success and its technological

Smiths began small London clock shop in 1851. Its reputation for making precision instruments led it into motor components, such as speedometers and then into aerospace parts such as altimeters. Its mas-tery of the technology behind dials and under sustained in lie from manufactur-

iron manuscrurers in the Far
In 1979, it withdrew from makclocks and laving
taken battering from its Far Eastern competitors. Four years later, the deep recession of the early 1980s claimed the motor components business which was sold to erstwhile competitors -Lucas and GKN. It has consoli-dated into three husiness areas: aerospace, health care and a clutch of small general industrial companies which been retained their per operating margins.

In the last month, Smith's former colleagues in the motor com-

Motor Clocks & watches onents

Smiths flies high, as time goes by

Charles Leadbeater looks at an innovative deal with Boeing

and GKN, have declared profit falls of between 8 and 31 per cent. Smiths will escape that fate when it publishes its interim results

this morning.

The highly-profitable medical division has grown from the sequisition in 1950 of Portland Plastics. This has since become Portex, one of the world's leading manufacturers of disposable plas tic medical devices such as cathe-ters, with operations in Germany, France and the US. It made an operating profit last year of £26m on a turnover of £118m. Portex is highly efficient.

About 70 per cent of its output is exported and it sells more to Japan than to the National Health Service. Yet significant growth in this area is likely to epend on acquisitions - which

do not come cheap.

Despite the growth in medical systems, Smiths' future will be won or lost in aerospace. The significance of the Boeing 777 order cannot be underestimated. Had Smiths not won the order, the company could have faced ong-term problems.

Boeing 737 are reaching their peak earning power. Smiths has also lost out to French suppliers for work on planes made by the Airbus consortium following setbacks on the flight management system for the Airbus A300/310 in the early 1980s. About 65 per cent of Smiths' turnover comes from

of Smiths turdover comes from military aircraft.

Mr Hugh Pope, retiring chair-man of the aerospace division, argues that the outlook for military avionics is far from bleak.

The Tornado programme is being cut back, but the company is benefiting from more for training stream to update fighters by installing modern electronic systems. The company has won large

development contracts for the European Fighter Aircraft. It is that the plane will that the plane will me production, even in in smaller criginally Yet Smiths has not escaped

what Mr Derek Jackson, the managing director of the Cheltenham complex calls a "defence recession". There have been 1,200 redundancies in the UK in the

Pen winning alternative military orders has some risks. You can pick up military exports and other work, but the trouble is, it is not neces-sarily profitable," says Mr Gerry Mortimer, director of business development. So civil aerospace will have to generate more of the company's growth than it has in

This switch poses quite a chal-lenge for a group the size of Smiths, as Mr Ray Johnstone, marketing manager for display systems, explains: "The quicken-ing pace of technological advice is a fundamental problem for us. We have to invest more to keep abreast, while the returns are not as great as they used to be."
For the foreseeable future, it

will be one test after another for Smiths. The next will be whether it can challenge Honeywell as a provider of an integrated cockpit instrument display system, using the latest flat panel technology rather than traditional cathode ray tubes. Mr John Legg, the managing Smiths' II display
spending II a gentlement of the system.
courting Japanese consumer electronics groups which mass that panel displays and investing in the US specialist producer of the technology.

The flat panel programme is a model for how Smiths will have to develop in the part few years. gramme limited 22m year. it will develop apply technology often acquired from companies. "We are systems integrators,"

says Mr Jackson. "Our edge is in understanding and is used in aeroplanes, translating customer requirements into products which can Smiths will probably

a smaller of products. It ill certainly work in closer alliance with international partners, for instance by expanding on the relationship it formed with US competitor Rockwell Collins during an unsuccessful bid for the 777 cockpit displays.

But the company faces these challenges in better shape than many UK manufacturing groups of its size. In its north London headouarters there are few signs of concern about the impact of

"Two years ago people were criticising us for sitting on cash rather than spending it," says Mr Roger Hurn, Smiths' chief executive. "The recession has made those voices far less strident. The recession should be a good opportunity to buy, and we hope to find some good things to pick

Berne commission criticises Swiss banks' lending to Omni

By William Dulliorce in Geneva

irresponsible in lending to Mr Werner Rey's troubled parent company, Omni Holding, the Fed-eral Banking Commission in Berne, charged yesterday. Mr Kurt Hauri, the commis-sion's director, said some banks had advanced credits to Omni on inadequate documentation with. AND REAL PROPERTY.

inadequate documentation, with-out properly audited reports and had not accurately reported their exposure to the commission. Banks had lent "on the name of

Werner Rey". Omni Holding, the linchpin of Mr Rey's industrial and financial empire, was granted protection from its creditors on April 3. It is trying to sell off assets under the supervision of an administrator to meet debts which a Berne civil court judge estimated at SFr1.7on

Under Swiss regulations, banks are bound to limit unsecured credits to 20 per cent of their own

capital. In the case of Omni some had exceeded the limit without telling the commission or had reported belatedly.

Mr Hauri said the commission

was talking to some banks and hinted that it might take action. Risk-taking was a necessary part of banking, but not if it led to "blind hazard-taking or wildness to the point of illegality". Supervisors had to step in if a bank wiolated prudence, he added.

Mr Hauri did not name banks

suspected of irresponsibility but said they could be counted on the fingers of one hand. He was clearly not referring to any of the three big Swiss banks: Union Bank of Switzerland, Swiss Bank Corporation and Credit Suisse. SBC said in March that its exposure to Omni amounted to

remained "in the fog" after a meeting with Omni. His remark was echoed yester-day by Mr Hauri who said that there was still "much obscurity in the Omni entanglement."

by Mr Hauri's criticism was under threat of a collapse, Mr Herman Bodenmann, Banking Commission chairman, stressed. prominent in trying to organise a consortium to lend to Omni at a time when Mr Rey was trying to conclude a deal to sell a 53 per cent stake in Adia, the big employment and services group, to Comco, the Swiss subsidiary of German retailing group Asko Deutsche Kaufhaus.

Mr Rey's lawyers have since announced that he was taking action against the Neue Zürcher Zeitung, an article which, Mr Rey claims, undermined his deal with

SFr50m". However, Mr Georges Blum, general manager, also said that banks had Trump to unveil Taj Mahal deal

By Nikki Talt in limw York

DONALD TRUMP, head of the heavily-indebted property and casinos group, Trump Organisa-tion, was last night believed to have reached final agreement over a debt restructuring with holders of the Taj Mahal casino

Meanwhile, continuing finan-cial pressure on the New York businessman's empire has prompted a radical plan to convert rooms in the luxury Plaza Hotel, another Trump asset, into condominiums. The New York Times newspaper said the conversion plan – which would need approval from the New York State Attorney General's office – could be filed within the next two months.

Taj Mahal's \$675m high-yield bond Issue envisaged Trump giving up 50 per cent of the equity of the Taj Mahal to the bondholders. The Taj Mahal is the of the group's three Atlantic City casinos.

Atlantic City casmos.
In return, \$47. interest
payment on the bonds, due in
November, methods added to
principal outstanding, the mainthe rends would be
extended; and the interest rate on the bonds reduced from 14 per

cent to 12 per cent.

It was also envisaged that the loss-making Taj Mahal would file for a "pre-packaged" bankruptcy, under Chapter 11 of the bankruptcy code. This mechanism would facilitate the restructuring and the casino's stay in An outline agreement in ing, and the casino's stay in lovember with investors in the Chapter 11 would be brief.

Yesterday morning, se-executives at Trump were locked in meetings, and the bond-holders' financial advisers were also unavailable for comment. However, Taj Mahai bonds rose \$% to \$58% on the speculation.

Meanwhile, Mr Trump is reported to be considering trans-forming much of New York's Plaza Hotel into condominiums. The hotel, which opened in and and sits at the south-west corner of Central Park, has 813 rooms which cost anything from \$175 to

\$1,400 a night.

The purpose of such a scheme would be to reduce group debt.

Mr Trump bought the Plaza for about \$400m in 1968. Since then, tens of millions of dollars have

A mortgage fixed at just 11.75% until August 1993.

And read my lips:

redemption penalties.

Typical APR.

it's a heads you win tails you can't lose gage. Funds are extremely limited, so find out more without delay.

on (071) 589 7080. Or write to us at Mercury House.

JOHN CHARCOL

Talk about a better mortgage. 071-589-7080

obg-Chargol is 🛒 coyed gredit broker. Your home is at risk if you do not keep up tepayin int

rims have no and regulated by the Properted Entering Ann 1986 and this entering by the projection of implementary the Ann will apply to their Court larger from why be offermed reproduct on the tree of popularies and world period. And improves now by market

INTERNATIONAL COMPANIES AND FINANCE

Total to absorb OFP subsidiary

By George Graham in Paris

TOTAL, the French state-controlled oil group, plans to absorb its portfolio investment subsidiary, Omnium Fi de Paris (OFP), adding manual FFr1.5bn (\$282m) to its

capital.
The oil company said yesterday that it proposed to merge with OFP on the basis of nine of its own shares for four of

OFP groups a portfolio of holdings in a variety of listed and unlisted companies, including Financière Agache, the holding company of Mr Bernard Arnault, head of the LVMH group, Bafip, the arbi-trage bank, and Christian Dioc,

sidiary Générale Occidentale. Under French company law, The announcement provoked immediate howls of indignathe merger proposal has to be approved by auditors and by

tion on the Paris stock market, for it appears to value OFP, which is 52.5 per cent owned by Total, at 10 per cent less than its market price of FFT1,770 before its suspension on Monday. shareholders' meetings of both companies to be held in June. If it is agreed, shares will automatically be converted, unlike an "Office Publique d'Echange", where minority shareholders n Monday. Total officials said last night, have the option of choosing to keep their shares.

however, that the ratio was A number of French compa-nies have used the merger pro-cedure in recent months, often arousing the annoyance of minority shareholders, as in the case of the absorption by Pinault, the leading French calculated on the basis of the last 20 stock market trading sessions, rather than just the last price before suspension. They said OFP shares had risen substantially in the days preceding the suspension partly because of the similar operation announced last week by Alcatel Alsthom on its sub-

tale (CFAO).
Total officials calculate that OFP's net asset value of FFr2,120 per share gives a ratio of two for one when compared with Total's FFr1,055 per share.

timber group, of Compagnie Française de l'Afrique Occiden-

A number of French compa-

Recent stockbrokers' reports, however, have estimated OFP's net assets at FFr2,360 per share, valuing the whole com-pany at FFr4.7tm. The compa-ny's market value before its

suspension on Monday was around FF73.5bn.

Total also confirmed yesterday that it made not profits of FF74.06bn last year, after a shift in accounting practice to shift in accounting practice to a replacement cost method for a replacement cost method for valuing stocks, rather than its former first in, first out

This represents more than double 1989's profits on a comparable accounting basis.

The company said it proposed to pay a dividend of Fr28 per share, up 15 per cent from last year.

Mowlem aims to raise £45.6m with rights issue

By Maggle Urry in London JOHN MOWLEM has become the latest UK building group to ask its shareholders for cash with a rights issue for 45.6m after expenses. Yesterday, it also reported 1990 pretax profits down 38.2 per cent to £34m. Despite the combina-tion of news, its shares rose

12p to 355p.

Sir Philip Beck, chairman, said there were reasonable grounds for expecting some recovery in Mowlem's activities this year and there were recovery in Mowlem's activi-ties this year and there were opportunities for profitable expansion using the rights money. Initially, the issue will cut the gearing from 35 per cent at the year-end to 13 per

ceni.

The money will be used to expand the group's hire shops, huy land for the househulding division after two years out of the market, cover the 27m cost of extending London City Airport and make acquisitions, probably in continental

port and make acquisitions, probably in continental Europe.

Sir Philip said he was "reasonably confident" of gaining planning permission for a longer runway at the City airport in the next three months. This would allow the use of Rae 146 jets enabling flights to more Europeau destinations.

The issue is a 1-for-5 at a price of 265p. Moviem plans to maintain its 15.35p final dividend to give an unchanged total of 21p, requiring a 23.2m transfer from reserves.

The full year pre-tax profit result follows a 20 per cent fall at the interim stage to £18m. Profits of £55m in 1989 were before an exceptional charge of £33m covering a write-down of the City Airport investment and expected losses.

Group jurnover was 16.6 per cent higher at £1.52bn, but operating profits fell 44.2 per cent to £37.3m. The interest charge was £3.9m (£13.1m).

Mowlem has long-term debt at 11% per cent and was able to invest snave cash at rates

at 11% per cent and was able to invest spare cash at rates sometimes above 15 per cent.

NEW ISSUE

Earnings per share were 24.19 compared with 46.59 excluding the exceptional item or 14.69 including that.

Scaffolding and contracting tracks are approximately approximately as a superposted on profits were unchanged on a from both a widening in inter-pre-tax basis, Sir Philip said. Interpretate the profits were unchanged on a from both a widening in inter-national lending margins and

Spanish Finance Ministry replaces Tabacalera head

MR MIGUEL Angel del Valle-incian, president of the large Spanish tobacco group Tabacalera, has been forced out of office in what appears to be the climax of a political con-ferential with the Finance.

just over two years, would be replaced at an extraordinary shareholders' meeting tomor-Urabayen, president of Fom-ento de Comercio Exterior ento de Comercio Exterior (Focoex). Focoex promotes Spanish exports and is ultimately controlled by the Finance Ministry and the Industry Ministry.

Rumours of tension between Mr del Valle-Inclan and the Direction General del Patrimonio (the Finance Ministry holding company that also controls Telefonica) first surfaced

last year but have never been explained. In his two years in office, Mr del Valle-Inclan began wide-reaching restructusing of the Tabecalera group
following its disastrous
attempts in 1987 to copy other
tobacco groups and diversify.
Tabacalera's distribution

monopoly in tobacco fell away after Spain entered the Euro-pean Community in 1986. Although its control of the market remains almost total the company bought a string of foods businesses, mainly from other state institutions, to try other state institutions, to try
to apread its business risk.
Many of the companies turned
out to be loss-makers, however,
and in the past few months
Tabacalera has sold five food
retailing and production subsidiaries and is currently trying to officed its loss-making
dairy group, Less.
Some 25 per cent of Tabacalera is held by foreign shareholders, and the markets had
begun to reward Mr del Valle-

other, primarily US and Japa-

nese, banks, scaled back. Fee income was boosted

Fee income was boosted largely by a series of new equity issues, which helped to counterbatance static earnings from trade finance and lower securities market turnover.

Business volumes increased this year, but there were "cartain tensions" in earnings, BHF said, leaving the bank to look forward to the rest of the year with "cantious optimism".

Meanwhile, Mr Subjetzki said he expected an investigation by the Frankfurt prosecutors concerning the bank's prospectus for two D-Mark Eurobonds issued on behalf of

spectus for two D-Mark Eurobonds issued on behalf of the Australian Bond Finance would soon be dropped.

BHF led two bond issues in 1988 for an arm of Alan Bond's now collapsed empire. Bond Finance defaulted on payments last October. A German inves-tor protection group has

tor protection group has alleged that BHF omitted cor-

tain financial information from

Incian's disposals with a recovery in share prices. He had planned to hold on to the five Nabisco business in Spain and Portugal hought for \$53m in 1989 and to merge them with the meat processing group Carcess, one of the few profitable companies it bought from the

He planned to convert Tabacalera into a holding company, possibly to be privatised in 1994, with interests in tobacco, foods, distribution and financial services in insurance and

cial services in insurance and property
Good sales of Virginia tobacco, investment in a modern cigarette plant in Cadiz and falling raw material costs, meanwhile, helped boost parent company pre-tax profits 17 per cent to Pta 16.5hm (3159m) last year. Although analysts were taken by surprise by Mrdel Valle-inclan's removal, they arrected corporate stratthey expected corporate strat-egy to remain largely unchanged.

Laird down on weak demand

By David Owen in London

LAIRD GROUP, the car parts brilding products and packag-ing company, has suffered an 11 per cent decline in annual profits as start-up costs for new manufacturing plants and weak demand for some products in France and the UK took

Pre-tax profits for the year to December 31 fell to £38.88m (\$68m), compared with £43.68m in the year before, on turnover fractionally ahead at \$488m, against £487.3m.

In spite of the decline and the prospect of a hard year in store, the shares — which have climbed from a low point of 154p in January – edged ahead a further 2p to 233p. "Our view is that in earnings

terms, 1991 will be difficult, but that in business terms the business is in quite good shape," said Mr Ian Arnott,

shape," said Mr Ian Arbou, finance director.

The company, which sold substantially all of its original mechanical engineering businesses during the course of the 1980s, attributed last year's downturn to: start-up and personnel training costs amountains to warms than \$3m in Smain. ing to more than 23m in Spain, the US and Germany, a fall in overall profitability in France due to a drop in demand; and depressed conditions in the UK construction industry.

Fried Krupp returns to profit

FRIED KRUPP, Germany's diversified steel and engineering group, returned to profit in 1990 after three difficult years of restructuring, Mr Gerhard Cromme, the chairman, said yesterday.
After a loss of DM450m in

Arter a loss of DM450m in 1989, the group will report a pre-tax profit of DM350m (\$206.5m) for 1990 with a pre-tax profit of DM100m for Fried Krupp GMBH, said Mr Cromme at the opening of the Hanover Industry Fair.

The company's capital struc-ture has been markedly improved and debts reduced by a further DM650m. Over the past few years Krupp has suffered from serious weaknesses in its steel and plant building subsidiaries, gone through a series of senior management changes and been the subject of repeated take-

over speculation, usually centred on the Iranian government's 25 per cent stake. Most of the rest of the company is owned by a private trust.

Thanks to the sale or closure of several loss-making companies and the sale of half of the trading division to the Lourho group, orders and sales were both down in 1980, orders to DM15.4bm (16.9bm) and sales to DM15.8bm (16.4bm). The plant building division still made building division still made losses, but they were sharply

 Thyssen reported that sales in the first five months had risen 6 per cent to DM14.4bn, but repeated that carnings in the current year were likely to be down on last year's. The company is investing DM5.8bn, of which DM780m is going on a new steel furnace at its Duis-burg works.

• MAN said that buoyant demand from east Germany had helped its truck division increase orders by 44 per cent in the first nine months of 1990-1991. Incoming orders increased to DM6bn despite a fall in orders from some other European countries, and sales for the year are expected to top DMS.7bn.

• Mannesmann's 1990 sales

bave increased slightly to DM24bn. The company also reported some progress in the key negotiations with the state-owned Telekom over leased lines for Mannesmann's private sector digital mobile phone network. The Bundespost has rejected Telekom's offer as too high. A decision on the price that Mannesmann must pay, crucial to profitabil-ity, is expected at the end of

RWE reports sales up 9% to DM36.3bn

RWE, the German diversified utility, yesterday reported a 9 per cent increase in sales to DM36.3bn (\$21.42bn) for the first nine months of the year and said it expected a "clear" increase in expected a "clear" increase in the control of the period of the increase in earnings at the year's end.

Karnings rose by DM40m in the first six months, and Mr Friedhelm Gleske, chairman, said that the dividend decision.

"would not disappoint".

He also announced that subidiary Rheinbraun hopes to take a 50 per cent stake in the Dupont-owned Consolidated Coal Company, the second higgest US coal producer.

Mr Gieske said the restructuring of the east German electricity supply industry — being
undertaken jointly with Preussen Elektra and Bayernwerk —

was running to plan.

However, energy division sales fell slightly over the first six months to DM14hm and sales fell nearly 5 per cent in the machine building division.

Mr Gleske stressed that "strengthened internationalisation" remained a top priority. In the current year RWE has In the current year RWE has acquired the US waste management grown KNSR

BHF operating income drops 16% to DM245m

THE BERLINER Handels-und Frankfurter Bank, the Frank-furt-based merchant bank, reported a slight drop in total operating profits last year after difficult trading conditions and write-downs on securities hold-

ings.
However, group partial operating profits, which exclude proceeds from the bank's own account trading, rose 16.4 per cent to DM245m (\$144.6m). At parent level, the corresponding figure grew 19.3 per cent to DM187m.

Mr Klaus Subjetzki, manag-ing partner, pointed out that, for the first time for a number of years, profits growth had comfortably exceeded the increase in new business vol-ume. The dividend stays con-

Group net interest income grew 14.3 per cent to DM453.7m, while fee income was up 8.9 per cent to DM247.3m. The improvement in interest income resulted

Marzotto sees net profits slip by 9.7% By Heig Simonian in Milan

MARZOTTO, Italy's biggest textiles and clothing group, reported a 9.7 per cent drop in consolidated net profits to L45.4hm (\$36.25m) in 1900 from L50.3hm in 1999, due largely to difficulties in the threads section.

tor where operating earnings plunged by L13.8bn. Mr Pietro Marzotto, chair-Mr Pietro Marzotto, chairman, said the group suffered from the twin blights currently affecting much Italian industry, relatively high cost rises compared with foreign competitors and the strength of the lira. However, it is raising its divided by L30 to L350, L370 and L410 for ordinary, convertible, and non-convertible savings shares respectively.

Foreign sales edged up to L407.2bn from L368hn in 1968, meaning exports accounted for

1.407.2bn from L3865n in 1888, meaning exports accounted for 28.3 per cent of group turnover against 27.1 per cent in 1888.

Overall group sales fell by 2.2 per cent to L1.437hn last year from L1.459 in 1989.

Mr Marzotto forecast a

mixed outlook for the year.

NEW ISSUE

April, 1991

2,300,000 Shares



Common Stock

460,000 Shares

PaineWebber International

A. G. Edwards & Sons, Inc. J. Henry Schroder Wagg . Co. Limited

Nomura International

Paribas Capital Markets Group Swiss Bank Corporation

This portion of the offering was offered outside the United States and Canad

1,840,000 Shares

PaineWebber Incorporated

A. G. Edwards & Sons, Inc.

Alex. Brown & Goldman, Sachs & Co.

Deutsche Bank Capital Merrill Lynch & Co.

Dillon, Read R Co. Inc. Nomura Securities International, Inc.

Smith Barney, Harris Upham & Co. Wertheim Schroder & Co. Dean Witter Reynolds Inc. Advest, Inc. Cowen & Company

Ladenburg, Thalmann & Co. Inc.

Legg Mason Wood Walker Oppenheimer - Co., Inc.

Pauli & Company

Morgan Keegan Company, Inc. Neuberger & Berman

The Robinson-Humphrey Company, Inc. Wheat First Butcher & Singer Capital Markets

Stifel, Nicolaus & Company Brean Murray, Foster Jecurities Inc.

L.H. Friend, Weinress A Frankson, Inc.

C.J. Lawrence Inc.

Sutro & Co. Incorporated

The Principal/Eppler, Guerin & Turner, Inc.

First Manhattan Co. Moran & Associates, Inc.
Securities Brokesage Smith, Moore & Co.

This portion of the offering was offered in the United States and Canada

April, 1991

3,500,000 Shares

Common Stock

750,000 Shares

PaineWebber International

Kidder, Peabody International Limited

Cowen & Company

2,750,000 Shares

PaineWebber Incorporated

Sutro & Co. Incorporated

Kidder, Pesbody & Co.

Cowen Company

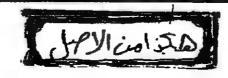
Goldman, Sachs & Co. Alex. Brown & Sons **Montgomery Securities**

Hambrecht & Quist Merrill Lynch & Co. Nomura Securities International, Inc.

Prudential Securities Incorporated SBCI Swiss Bank Corporation Investment banking Robertson, Stephens & Company Oppenheimer L Co., Inc.

Vector Securities International, Inc.

This parties of the offering was offered in the United States and Canada

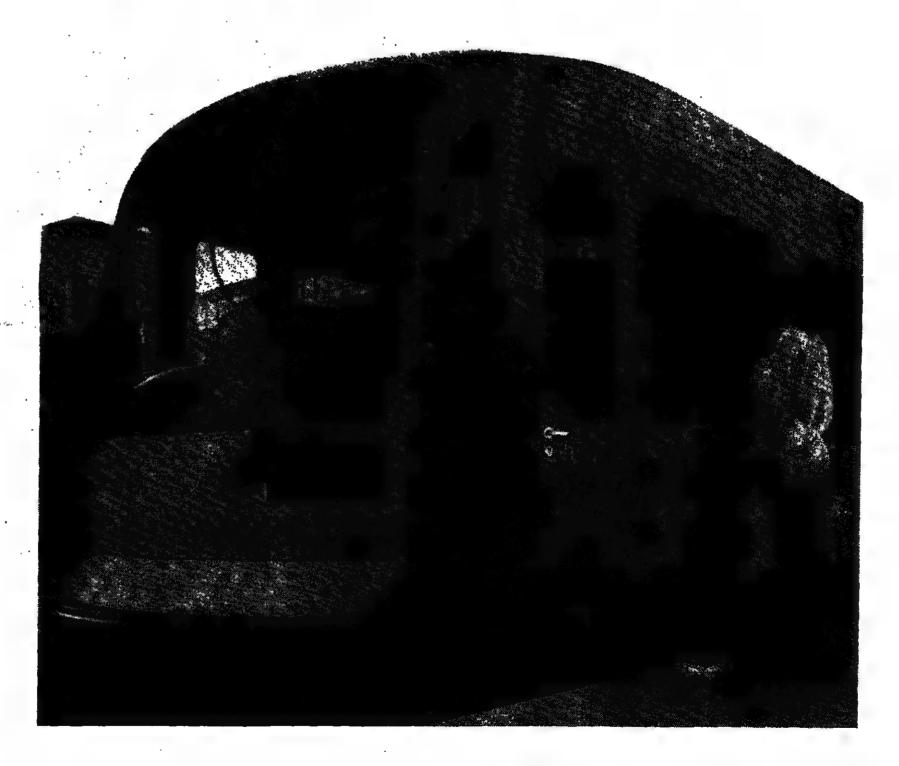




FINANCIAL TIMES WEDNESDAY APRIL 10 1991

SIEMENS

Moving towards a better urban environment.



To improve the quality of life in our towns and cities, we have In reduce traffic congestion and air pollution.

Exactly what South Yorkshire Supertram and Siemens are helping to do in Sheffield.

The new trams from Siemens will provide modern, comfortable and fast transport for the people of Sheffield and the surrounding area. Demonstrating how cities can work and breathe freely once again.

Siemens Europe's leading electronics and electrical engineering company, with over 12,000 employees in the UK. Our business activities range from microchips to power stations: all with one common objective -- technology bring a better quality to life.

Innovation · Technology · Quality : Siemens

For more information please Stemens pic on Inc.

2 Ministry ilera head

WE DOWN STOLL SPRIE 10 19

to attract in Just before

tudant investment of and traine ras

Marzotto ses net profits slip by 9.7% By Halg Simonian in lies A MARIOTTO INSTANCE

Chrysler in deal with CLS Hasbro over distribution in Europe \$470m offer

By Andrew Baxter in London

CHRYSLER of III US is anding over the European distribution of replacement parts to a small subsidiary of Caterpillar in a move that underlines the growing importance of high-quality distribution to companies building a pan-European presence.

The deal is the most compre-

hensive to date for Cateruillar Logistics Services, formed by the US construction equipment group in 1987 to handle distribution for other companies by "leveraging off" Caterpillar's expertise in product support. Chrysler said the agreement was another key component of its expansion into the Euro-

deal also covers Africa. Starting early next month, CLS will order Chrysler paris for shipment from the US, warehouse them in a 90,000-sq ft facility near Brussels, and distribute them to 30 countries. Distributors in the three regions currently receive their parts from centres in Michigan and Wisconsin.
Terms of the deal were not

disclosed, but Mr Steven Wun-ning, CLS vice-president, said the agreement a long-term relationship. CLS would further significant CLS, whose cities range from Land Rover and the

notched up annual sales growth of 30 per cent more and employs more than 300, split roughly the US and Europe.

The company sees good growth prospects both continents, but especially in Europe. This is partly due to the "1992 effect" and the need for distribution to be reorganised on a pan-European basis, but also because the thirdparty concept is more familiar

For Chrysler, the new distri-bution arrangements will be particularly useful when pro-duction of mini-vans begins later this year at Eurostar, a pean and middle eastern markets, which began in 1988. The Products of Florida, has Austria's Steyr Daimler Puch. Graz-based joint venture with

Telebras profits climbs 82%

By Victoria Griffith in Sao Paulo

TELEBRAS, the Brazilian to install 507,000 telephone terstate-owned tions group, yesterday announced an 82 per cent increase in real net profits to NGrz115bn (US\$410m at current unofficial rates) for 1980, up from an inflation-adjusted NGrz22bn a wear carlier NCrz62bn a year earlier.

The group put the rise down to a lower inflation rate and a

cost-cutting programme which slashed 3,037 employees from

Telebras invested \$2.1bn last from a large non-operational year, most of which was used gain resulting from sign-on

minals. It also invested in exchange improvements, which led to a fall in congestion rates to 24 per cent from 31 per cent in 1989. As a result, telephone use picked up significantly – local calls registered. a 7 per cent increase and long-distance calls 16 per cent.
The billed a total of NCrz109bn in telephone charges up from inflation-adjusted in mills in benefited

for new users almost NCrz9bn and profits on investments of NCrz7bn. Strong profits allowed Tele-le declare a dividend of NCrz0.038 for 1990, a

real increase in the part on A generous for price on little calls, authorised by the Brazilmonths ago, was also good news in the group, which expects 1991 to be an extremely profitable year.

Les Cooperants to sell minority holding

By Robert Gibbens in Montreal

LES COOPERANTS, a large Minimal financial services group, plans to sell a minority holding in its main licensed insurance subsidiary to France's Caisse Nationale de Prevoyance.

The first step will be to convert Les Cooperants from a ment.

mutual into a joint stock company. The French company would then effectively put in new capital to support expan-sion, mainly in the US.

Caisse Nationale is owned by a French government agency, the Caisse des Depots. SNC Group, one of Canada's groups, is buying Ginge-Kerr of Copenhagen, a leading supplier of industrial and marine fire control systems, for cash.

The Danish company, with annual sales of about C\$25m.

specialises in control systems for offshore oil and gas equip-It will complement Securiplex, a former British company acquired by SNC three years ago and which specialises in industrial and marine elec-

tronic fire control systems. SAMMI group of South Korea is raising capacity of electric plant two biggest engineering Tracy, near Montreal, from

80,000 tonnes yearly to 300,000 tonnes in a C\$500m (US\$434.7m) four-year pro-

The plant was built 25 years ago by Atlas Steels, then con-trolled by Britain's RTZ group. RTZ sold Atlas Steels nearly two years ago to Sammi for

Atlas then had annual sales nearly C\$500m and was profitable, but RTZ decided its Canadian arm, Rio Algom, should concentrate on its extensive mining interests. Sammi, in expanding the Tracy plant, is benefitting from low electricity rates.

extends its for Tonka

By Karen Zagor in York

HASBRO, the biggest US toymaker which is offered \$470m to acquire Tonka, maker of Play-doh and Tonka trucks, yesterday said it would extend its offer until Saturday, but it could not be extended

much longer.

Hasbro, which offered Tonka
common stock holders \$7 a there for their issues, said about 13.5m or 90 per cent of the common stock had been tendered to date. Hasbro needed only 51 per cent of the stock for the deal to go ahead. But a large number of bond-holders believed they were given short shrift in the deal and have not tendered. Hasbro has offered 80 cents on the dolnas offered 80 cents on the dol-lar for \$192m outstanding of Tonka's 16% per cent series A subordinated debentures and 75 cents on the dollar for the \$130m outstanding Tonka 17% per cent series B subordinated debentures.

debentures.

To date, only \$28.3m principal amount of series A debentures and \$26.8m principal amount of series B debentures have been tendered. Under the terms of Hasbro's offer, Hasbro needs 90 per cent of the principal amount of each series.

Mr Gary Hassenfeld, Has-bro's chairman and chief execuitve, said: "We consider the \$470m offered for Tonka's business to be a full and fair price and we do not intend to pay more than \$470m for the business. If all of the parties can quickly agree on a restructuring of our \$470m offer so as to obtain the particination of the debenture holders, we would be willing to modify our offer accordingly. "We believe that Hasbro's cash offer is clearly superior to any of the alternatives fac-

to any of the alternatives facing Tonka upon the termination of our offer, including
hankruptcy, the piecemeal sale
of assets or debt restructuring," he added.

In March, Tonka turned in a
surprisingly large fourth-quarter net loss of \$18.5m, or \$1.27
a share, and predicted a loss
for the 1991 first-quarter.
Shares in Tonka fell \$% to Shares in Tonka fell \$% to \$5% yesterday morning while Hashro's issues lost \$% to \$24.

Dow Jones hit by fall in advertising

By Martin Dickson in Was York

DOW Jones, the publisher of the Wall Street Journal, has reported a 27.8 per cent drop in first quarter net income, which it has blamed largely on lower

advertising revenues.

Net income totalled \$17.96m. or 18 cents a share, compared with or in the same period last year. Conoperating income dropped 24.5 per 346.85m, while revenues wer off 2.4 per cent at \$416.6m. Mr Peter Kann, president,

Wall Street Journal and other company publications reflected the national economic slowretrenchment during the Gulf war - conditions which were magazine publishers around Operating income in the

said reduced advertising in the

group's business publications operation, which in the United weekly newspaper Barron's, fell 61 per cent in 110 (3n) on

revenues down 9 per cent at \$172.3im. lineage at the Wall Street Journal dropped III cent, with less issue of the Journal published in this lar's quarter than last. On like-for-like basis, Journal Indian dropped 20 per cent

However, the information services operation, which includes Telerate, the electronic financial news business, produced operating income of \$38.18m, up 6.8 per cent, on

\$192.4m. Telerate, acquired by the company wear ago, produced strong results in its overseas operations, the pany said. This mainly growth, rather than currency elects.

operating income at Ottaway Newspaper the company's local newspaper division, fell 38.5 per cent to \$2.7m on revenues down 2.8 cent to \$519m. Advertising lineage at Ottaway dropped 11.4 per cent.

US corporate bond defaults at record high

A COMBINATION of recession, deteriorating consumer confidence and weak earnings in the retail, homebuilding and industries pushed US corpora-bond defaults to a record high in the first quarter = 1991, Moody's Investors Service, the debt rating agency, said.

According to Moody's,

bonds in the first three months of 1991, compared with the 19 companies who defaulted on \$5.7bn of debt in the same

period last year.

The airline industry was responsible for the biggest defaults as rising fuel costs and a sharp drop in passengers in the wake of the Gulf war put debt-laden carriers into deeper trouble.

Pan Am defaulted on

estimated \$1.1bn in bonds, TWA on \$466m, and Midway on

Two-thirds of the airline industry's \$3.20m in speculative grade debt is now in default as a result of the recently-missed payment deedlines. One new carrier has already defaulted this quarter: Metro Airlines missed payments on \$18m worth of bonds on April

price-conscious, if stylish, consumer. for example, start at \$200 and furnishings for an entire bed-sitting room, including booksases and coffee

tables, are advertised at \$658.

Its competition, too, is highly fragmented; there are reckoned

to be hundreds of thousands of

furniture retailers in the US
and virtually no national
chains. Even so, local
competitors can be virtual.
Seaman's, which is how
York-based, chose to have

24-hour promotion on the day the Long Island opened. Moreover, likes cannot

If defaults continue at their current rate, 1991 will be the worst year on record fin missed bond payments.

As ratings of high-yield debt As ratings of high-yield debt continue to weaken, only a strong recovery in the economy and values mew emphasis on curtailing high leveraging, will cut bond default pre-1989 levels, the debt rating said.

Ikea homes in on the US market

Nikki Tait on a store hoping to transplant a Swedish retail concept

A graveyard for many foreign ambi-

From Britain alone, vames such as Laura Ashley Sock soil, while management of its retail chains has en equally fraught – witness, Spencer's experience with Brothers, the up-market men's Holling

Only a sprinkling of concerns, such as Benetton and Body Shop, stand out as examples of companies which have recently transplanted a retail concept from their domestic markets to the US

with some success.

But is Ikea, the Swedish retailer, about to join the list of Last month, amid much ribbon-cutting an advertising blitz, the Stockholm-based furniture and home-furnishings chain opened it seventh US store in

it seventh US store in Hicksville, Long Island.
The 226,000-sq ft outlet follows two openings last year, in California and New Jersey. At least one further site, near Los Angeles, has been lined up for 1992. According to Ikea, sales in the US are growing at 30 per cent a year and should reach around \$250m this year. In short, the US has become Ikea's fastest market for expansion.

Yet — superficially at least — the timing seems less than fortuitous. Despite the success retail market is in a dreadful state, awash with price-cutting

SEARS, Roebuck, struggling to keep its title as the world's mest retailer, will open 42

per cent fewer stores this year than last.

The company has been revamping its merchandising

division for three years, but so far without it being reflected in

and recalcitrant consumers. Analysts at Salomon Brothers, for example, estimate consumer spending will remain virtually flat this year. A modest 2 to 2.5 per cent increase, they add, is the most

that can be expected in 1992.
Furniture, moreover, is at the sharp end. Home starts in the US declined steadily throughout 1990, and although there was a revival in February, the monthly figure was still down by a third on the same month in 1990.

Meanwhile, the American Furniture Manufacturers

"It's a very competitive retail climate. Capacity outgrew population in the eighties. But what's still true is that people like to when care of their homes. "The need for products " change". Association estimates IIIII accused of rushing its fences. It

domestic furniture makers shipped around \$15.2bn-worth of upholstered and "case" goods last year (at wholesale prices), a statistic which has been static for three years.
All this, however, is fully acknowledged by Ikea. "It would be wrong to say that's not a concern," commented Mr Göran Carstadt, head of Ikea's US operations. "It's a very

competitive metall climate. Capacity outgrew population in the eighties. But still true is that people like to take care of their homes. The need for products won't change". A few things, at least, are on

been

positive results on the bottom line. Sears, Roebuck

line. Sears, Roebuck announced for 26 new

or relocated multi-line stores in

1991, down from 45 new store

openings in 1990.
Mr Edward Brennan, the company chairman, has been

trying to cut the core merchan-

opened its first store in Philadelphia in 1985 and has spent a good five pure in what Mr Carried calls "a preparation stage". Only recently has the rate of expansion increased – "the second step" – and the retailer is still concentrating on the

densely-populated east coast and west coast markets. Although Thea denies having firm plans, the next stage is likely to be a push into both San president and Boston. Already, support staff are

offices on the respective coasts.

Meanwhile, a steady build-up
of domestic suppliers has been
part of the groundwork, so that
30 per cent iii US sales are

A programme, including the elimination of 35,000 jobs by the end of this year, aims to

stores in all US states and

\$600m at the pre-tax level

margal in the 172

Certainly, distinctive style of makes to the US consumer, although by carefully siting stores in more suburban communities, the cultural differences may be muted. The Long Island outlet, brightly clad in blue and yellow paint, but still stripped down to resemble a warehouse inside, is similar to ones in London or Paris.

Much of the merchandise is flat-packed, and the canny funnelling of customers through upper level showrooms, before they can start buying goods on the ground floor, is standard in all locations.

50 far, the reception favourable. New Yorkers, never the most long-suffering of customers, have complained about stock shortages in the New Jersey store, but seem to find the cheery approach, the speed of delivery, and the accompanying services - from strollers children's playrooms - extremely

"I think we've got a lot to learn," remarked the American Furniture Manufacturers

Association.

And, at the end of the day,
potential of the market just "There are 18m peop in New York," said Mr Carstedt, pointing out that this more than the populations of Sweden, Norway and Finland combined.

Add on Callinguis 24m citizens, and even the cautious

1990 income min down by 36

per cent to \$412.6m - before a \$155.2m restructuring charge

related primarily to severance plans — from \$646.9m in 1989. Sales grew by a meagre 1.2 per

dise group's costs to make it Puerto Rico last year.

The merchandise group's

NOW THERE'S A NEW OPTION ON MARKET-EYE



Market-Eye . the information service direct from the International Stock Exch

now allies London Traded Options price service.

our existing of the equity and gilts markets in prices are in and offer a fast, flexible and inexpensive service.

Each equity option on the London Traded Options Market (LTOM*) has a page of prices devoted to it. American and European style FTSE 100 share index options are also quoted.

are broadcast (over BBC TV Network) direct to your monitor via a

standard TV nerial.

To switch on to this new service phone 071-410 6888 quoting reference MTOFT4



LTOM and Market-Eye are registered service marks of International Edithunge,



Maxwell Newspapers, Inc.

■ wholly-owned subsidiary of

Mirror Group plc

Sears, Roebuck to open 42% fewer stores

acquired the publishing rights 🚻 🏬

New York Daily News

The undersigned acted as financial advisor to Mirror Group ple

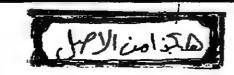
ROTHSCHILD INC.



Affiliated companies in

Toronto

Hong Kong



S WEDNESDAY APRIL 16 16

tw 1 83 3 1 12 allas A policy of the state of the st

t record high

The second of th Metter of the section of the section

wedish retail concer

RATING THE STATE OF THE STATE O 10 mg 2/0 mg sotila ...

e wante المعارية الحد 4 5.85 (1) Fylik E. . 1 - Same \$400 miles war toward e legata Sparje of defe

at the arms

 $\mu_{\rm p}(k) = \frac{1}{2} \frac{2}{2} \frac{2}{2} \left(-k \right) \cdot \Phi_{\rm p}$

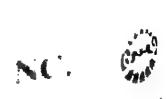
fewer ston

 $(A_{n} \otimes \mathbf{a}) \in \mathbb{R}^{n}$

\$4.77

pers. inc.

ews





INTERNATIONAL COMPANIES AND FINANCE

Japan's banks offer property lifeline

Stefan Wagstyl on bankruptcies and bail-outs in a struggling sector

A agents in Japan were posting leaflets through letter-boxes and gland-owners whether they had any unwanted sites to sell. Today, the want pin flyhunt buyers.

and flat or falling prices most terocious the industry war. Property companies are beginning swell the most the bankrupt. Some groups are surviving only with the help of the bankers.

"I've been involved in business for years, but I've seperienced a severe now." By Mr Yukio Sato, founder and chairman Dailchi Real Estate, which, with debis (39.47bn), is the largest Japan's financially-troubled property companies.

financially-troubled property companies.

The question is, how long can last?
developers believe they can already light the end tunnel, arguing for every distressed seller there is a buyer looking for a bargain. But others say that the late 1980s boom will take a lot longer.

property market in Japan, as is not one market but many. While recession has gripped most corners of the industry its effects vary greatly as does its impact on individual companies.

Accurate price hard a come by. The government's National Land Agency reported last month prices in rose II per nationwide, including 7 cent gains in Tokyo and in the latest the prices in the prices in Tokyo and in the latest the prices in Tokyo and in the prices in the pric the married and to make the price changes. But they in the boom prices in Tokyo, then spread in truly reached outlying regions, well truly the share market, real agents report a pickure with

report a picture, with prices barely moving in some prime parts Tokyo and plunging by as 30 per in some non-prime districts in Osaka.

In the commercial district of central Tokyo prices have fallen very little, if at all, Mit-subishi Real Estate says that a decline of even only 10 per cent than in Tokyo.

However, one why. 10 per cent in Tokyo, and 15 to prices are holding in prime areas in that transactions, never very common, have virually disappeared. Demand, remains very firm, with will be sluggish until the horse to 10 to proper very common, have virually disappeared. Demand, Tokyo but the real estate markets are the suggest of the sluggish until the large of the suggest of

By John Elliott in Hong Kong

HSBC Holdings, the recently-created, London-incorporated holding company of Hongkong and Shanghai

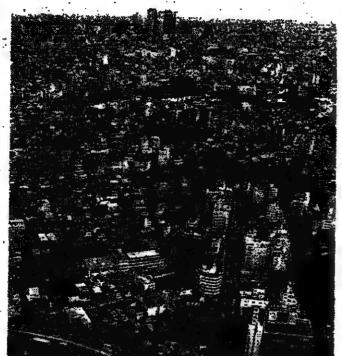
Banking Corporation,

its stake in Cathay.

Pacific Airways, Hong Kong's international air carrier, from 16.58 per cent to 13.78 per cent. Its indirectly-held subsidiary, Fort Hall, and sold 80m shares to Hygan Development a Hong.

to Hysan Development, a Hong Kong-based property develop-

ment company, for HK\$8.58 a share in cash, yielding the bank HK\$686m.



In prime areas of Tokyo property prices are still holding up region, the drop will be savage but quick."
One sign which indicates the bottom of the market could be in sight comes from the market for golf club memberships, which reflects underlying land values. According to an index produced by the Japanese newspaper Nihon Keizai Shimbun, prices have risen by 4 per cent from lows at the end of

the Nikkei index of listed prop-

erty companies has risen 40 per

cent from its low last year,

compared with a 30 per cent

increase in equities in general.

burden of debt and properties bought at over-priced levels is sloughed off the market. Gov-

ernment plans for a land holding tax are also making buyers wary. Mr Terauchi sees the

present difficult conditions"

two years.

persisting for at least another

The cost of a long drawn-out

recession will weigh heavily on over-borrowed companies and on their lenders. As the surge

in prices in the late 1960s was fuelled by borrowed money, so a sharp decline in lending has

sequently non-bank finance

ers for its remaining 13.78 per cent, but the bank refused to confirm this yesterday. Swire Pacific has a 51.8 per

cent stake in Cathay. The other main shareholder is the Hong Kong offshoot of Peking-controlled China International Trust and Investment Corpora-

tion which has 125 per cent.
Two weeks are, Cathay
announced attributable profits

of HK\$2.995bn (\$384m) in 1990, from HK\$3.32bn a year earlier.

Turnover rose 14.7 per cent to HK\$19.8bn.

of new office space coming on to the Tokyo market in the next five years is about double the total for 1965-90. At the other extreme the

prices of secondhand flats have fallen by some 40 per cent from their peaks in parts of Osaka and by 30 per cent in Tokyo. However, this is the wolatile and most liquid segment of the — — — exaggerating both upswings and downcoming In the market, but prices have already marked in the glut. The traderun and market,

weaker than the market, since it more speculative buyers at the height of the boom - because individual owners in residential land willing corporate owners of managini land.

The speculators now being in all in sell out. man Sachs, III US bank, and that that tial land prices could fall a further 10 per cent in Tokyo -having already fallen 10 per cent — and 10 to 30 per cent in Osaka. By contrast, the broker believes prime commercial land will stay firm though non-

sion -- Author declines of 5 to

remains very firm, with will be sluggish until the have lent around Y10,000bn, vacancy for top-class end of the year, Mr Mutalthough they do not disclose data. However, the combined in Tokyo and 0.6 per in director. "In regional areas, Japan as a whole. The amount; particularly in the Osaka

Hongkong Bank cuts stake in Cathay

Hysan has had a 23 per cent stake in Cathay Pacific, which is part of the Swire Pacific group, for five years and now has 5.1 per cent. The shares will be held by Hysan itself or a wholly-owned subsidiary.

The sale is part of a gradual

a wholly-owned subsidiary.

The sale is part of a gradual disposal by the Hongkong Bank of investments outside its core business of financial services. The bank first invested in Cathay 20 years ago to boost the airline's expansion. Analysts That it will pow try to find have

that it will now try to find buy-

1986-90. Moreover, there are some 46,000 property develop-

uni, a credit rating agency, estimates that corporate bankruptcies from Y1,900bn last to Y5,000bn in 1991 and Y10,000bn for That what tike," Mr

Problems are concentrated among those developers which borrowed a lot and got into the market has For example, the two largest property-related bankruptcies this year were those of Nanatomi, which owed Y300bn, Aoyama Develop-ment, which of

Y140bn. Nanatomi started investing in property only in 1966 and Aoyama in 1987.

Some speculative investors simply allowed to bust and being bailed by their crediture. In return they are having reports that large companies

Bankers particularly worried line large big groups - Azabu, a property and dr. line large big cent from lows at the end of 1990. Also in the stock market, company which has debts of around Y500bn; Itoman, a trading company which borrowed Y1,300bn and is now being balled out by Sumitomo Bank; ren if land prices now follow stocks and golf clubs, it will be a long time before the accumulated EIE International, a company with extensive investments overseas as well as in Japan it owes about Y500bn and is being bailed out by the Long Term Credit Bank; Dai-Ichi Real Estate; Shuwa, property as stock market in company, which has secured emergency funds

> The Bank of Japan declines to say whether it would save a big bank from collapse. But the whole tradition of hands-on regulation in Japan leaves lit-tle room for doubt that in the last analysis the authorities would intervene.

Hopewell gains

HOPEWELL Holdings, Ille Kong Company, has increased net profits by 21 per cent from HK\$298m

HK\$361m, helped by maini income and the sale of one of

its properties, AP-DJ reports

Earnings per share rose to 24 cents from 20 cents a year earlier, while turnover edged

down 1 per cent to HK717m from HK727m.

The group proposed in interim dividend of 12 irom 11

from Hong Kong.

21% mid-way

mated value of Japanese prop-erty which is Y2,200,000bn. Sal-omon Brothers, the US investment bank, estimates that no more than in per cent of urban land we bought and sold in

ers and brokers in Japan, so the risks are well spread. But if the danger of a gen-eral financial crisis is small. there is still plenty of scope for difficulties at individual com-panies and their creditors. Mik-

alone want to unload assets worth Y1,100bn.

from Daiei, a supermarket

the strain. Under the guidance of the Ministry of Finance, big banks are taking over small banks which run into trouble, as Tokal Bank did with Sanwa Shinkin Bank, a small Tokyo would produce a stream of buy
In central Osaka, property

In central Osaka, property

brokers report a similar pic
A survey by Yasuda Trust

Pressure from the Ministry of similar pic
A survey by Yasuda Trust

Pressure from the Ministry of similar pic
and Banking, a leading trust

Finance and the Bank of Japan

bank, came to a similar conclusion restrained first banks and sub
has only one Homan, LTCB has one KIE and so on. What happens when one bank has more of such problems?"

All of these Securities having been stild, this acmountement appears as a starter of record only

2,000,000 Shares

IMMUNOGEN, INC.

Common Stock

400,000 Shares

PaineWebber International

Hambrecht & Quist

Montgomery Securities

1,600,000 Shares

PaineWebber Incorporated

Hambrecht & Quist

Montgomery Securities

This partion of the offering was offered in the United States and Canada

CRI INSURED MORTGAGE ASSOCIATION INC. USD 146,808,000

Guaranteed Secured

to London 67 U.S., European, and Asian futures

CES FUTURES CHART SERVICE Call Today for Your 現民 KSI罪 (071) 353-9621

Heidi Méad Kright-Sidder Financial Publishi 3rd Floor, Europa House World Trade Contre

NORWAY

The FT proposes to publish this survey on Aday 25 1994.

The Financial Tistes is read by 93% of all Chief Recentives in UK/Enr and by 40% on the Chastinest of Entrops. If you want to reach this important audience with an advertisement, call Chris Schanging or Kieny Samedem on 671 873 3428/4823 or tha 671 873 3679.

FT SURVEYS

Shandwick plc

£25,000,000 Revolving Loan Facility

Arranged by: Lloyds Bank Capital Markets Group

Llovds Bank Pic

Barclays Bank PLC The Fuji Bank, Limited National Westminster Bank PLC



BRAZILIAN INVESTMENT COMPANY, SICAV police of humanimusers of a capital winter

Registered Time: Luxembourg, 14 rem Aldringen Register: Luxembourg Section B26.810 NOTICE OF THE ANNUAL GENERAL MEETING OF SHAREHOLDERS

The Annual General Meeting of Shareholders of BRAZILIAN INVESTMENT COMPANY, SICAV, will be held at its registered office in Lexembourg, 14, rue Aldringen, on April 18th, IIIIIII at 12.00 o'clock for the purpose of considering and rating upon the following multipris:

- 1. To hear and accept: a) the management report of the directors. In the report of the suditor.
- 2. To approve the statement of assets and liabilities and statement of operations for the year ended December 31st, 1900.
- To discharge the directors and the studior with respect of final performance of duties for the period ended December 31st, 1990 4. To elect the second to serve until the next annual general meeting of
- 5. To elect the auditor to serve until the next annual general meeting of
- 6. Any med business.

The shareholders are advised that no quorum for the statutory general meeting is required and that decisions will be taken at the majority of the shares present

The Board of

ROYAL TRUSTCO LIMITED Yen 12,000,000,000 Reverse Dual --**Currency Debentures Due 1992**

Notice is hereby given that the Rate of Interest has been fixed at 11.7165% and that the interest payable on the relevant Payment Date July 8, 1991 against Coupon No. 14 III respect of Yen 10,000,000 naminal of the Nates will be NZ\$1,294.69.

By: Citibank, N.A. (CSSI Dept.), Agent Bank CITIBANG

and the second s

CAL INVESTMENTS LIMITED

T IN FOREIGN EXCHANGE AND FINANCIAL FUTURES

CALL PAUL GLEESON ON THE : 671 799 2233 FAX: 671 790





INTEREST RATES LOWER? CALL FOR OUR **CURRENT VIEWS**

CAL Ferrures Ltd Windsor House 50 Victoriz Street andee SW1H ONW Fan: 071-799 1321

SCOTTISH FINANCIAL PROFESSIONAL SERVICES

The FT proposes to publish this survey on May 16th 1991. It will be of particular interest to the 93% and 40% respectively of Chief Executives in the UK, Eine and Burope who are regular FT readers. If you want to reach this important audience, call Kenneth Swan on 031 220 1199 or fax 031 220 1578, or write to him at Financial Times, 37 George Street, Edinburgh EH2 2HN

FT SURVEYS

The same of the sa

£200,000,000



Abbey National Treasury Services plc Floating Notes 1993

In accordance with the provisions of the Notes, notice is hereby given, that for the three month Interest Period from April 8, 1991 to July 8, 1991 the Notes will carry an interest Rate of 12.225% per annum. The st payable on the relevant interest payment date, July 8, 1991 will be £304.79 per £10,000 principal amount of Notes.

By: The Chase Manhattan Bank, N.A. London, Agent Bank

April 10, 1991

£90,000,000 **BHH** International Finance PLC

Guaranteed Secured Floating Rate Notes due 1995 from April 8, 1991
July 8, 1991 the will carry an interest rate of 1994 per annum with set amount 1990,000 and 531,164.38 per

The relevant interest payment date will be July 5,

Agent Bank: Banque Paribas Luxesuk Société Anonyme

U.S. \$25,000,000 Sanwa Australia Limited

O CHARM

Provided by:

Mariecon we want take in the South Water Transche B Floating/Fload Plate Guaranteed Notes due 1997 Notice is hereby given that for the abt months interest Period from April 10, imm to October 10, were (183 days) the Notice will carry an interest Rate of 8.82913% per stream, The amount of interest payable on October 10, 1891, will be U.S. \$3,359.30 per IMM \$100,000 principal amount of Motes.

By: The Class Haghstlan Back, K.A. Landau, Agent Bank April 10, 1991

FRONTRUNNER I

Neudorf

R.C. Luxembourg No. B, 31442

NOTICE OF MEETING Shereholders of Frontrurmer I, Slosv, are hereby invited to attend the annual general meeting which will be held on April 29, 1991 at 10.00 a.m. at the

rad office, with the following AGENDA: 1. Submission of the reports of the Board of Directors and of the Authorised

2. Approval of the belance sheet and the profit and loss statement as at

3. Discharge to the Directors and the Authorised Independent Auditor in respect to the carrying out of their duties during the facul year ended

4. Election of the Directors and the Authorised independent Auditor,

The shareholders are advised that no quanum for the issues of the agenda is required and that the decisions will be taken at the majority of the shares present or represented at the Meeting. Each share is entitled to one vote. A shareholder may act at any Meeting by proxy.

Shareholders wishing to attend the Meeting are requested to notify Frontnumer Management Company S.A. by April 23, 1991 ate the latest.

By order of the Board of Directors. Frontrunner Management Company S.A. 672, Rue de Neudorf L-2220 Findet

Telephone: +352,43887265



"The development of Eastern Germany is a European challenge!"

> We, the founding members of The European Initiative for East-Germany, believe that the successful development of this region could fuel a long phase of growth and prosperity for Europe us a whole. For this reason, we call upon our fellow Europeans is join us in making an investment in Eastern Germany now - for the benefit of your own companies and for a healthy European future.

The European Initiative for Eastern Germany has been established in order to proms European investments in this new region of the European Con-minity Banco di Roma, Banco Hispano Americano. Commerzbank, Or Lyonnais, Karstadt, u = 0.00 Nacional de Industria (LNA), Istituto, per la Ricostruzion: Industriale (LR.L), and Martin Bangemuin. Vice President of the E.C. Complete Sections



P.O. Box 199505 Ports Tel. (11 49 26 71 54 Rouse Tel. 54 45 26 26 Male Vision

INTERNATIONAL CAPITAL MARKETS

Italian group buys majority of **US** broker

By Haig Simonian in Milan

ISTITUTO Mobiliare Italiano (IMI), the Rome-based invest-ment banking and financial services group, is buying a 51 per cent stake in Mabon

Nugent, the US securities firm.
This is the first significant
acquisition by an Hallan com-pany in the US financial sector since Banca Commerciale Italiana's failed bid for Irving

Trust in 1988.

The purchase, which follows many months of talks between the two sides, gives IMI the option to raise its stake to 100 per cent within the next six years. However, some shares will probably be made avail-able for senior US manage-

Mahon Nugent is a medium-sized broker with about 20 partners and 650 cm; lo, to Besed in New York, it also has offices in Boston and London, where it is active as an interdealer broker in UK equities and on the Eurobond market.

Domestically, it is well-known for equity research, particularly in enter-tainment and media stocks, and for corporate bond trad-

No price for the deal has been officially disclosed, but it is believed that IMI is paying around \$25m for its

The represents an important step in IMP's plans to develop a full-scale international investment banking and broking business.

Although one of the higgest

investment managers and financial intermediaries in italy, its international activities have been developed in the past four years and are still in the expansion phase. The group now has invest-ment banking and broking activities in Loudon, Frankfurt and Luxembourg, and last year if set up sojint venture investment management opernvestment management operation with Invesco MIM, London-based fund manage-ment group. In New York, IMI's presence has so far been limited to a small securities company specialising in Italian equities and some US secu-

According to Mr Giorgio Questa, the managing director of IMI's international operations, the latest acquisi-tion will "provide a strong US presence, which is absolutely essential to the US market as such, and to integrate our entire international operations

The off group, owned by the Italian Treasury and pub-lic and private-sector banks and insurance companies, is widely seen as one of the strongest and best-managed of the country's often patchy public-sector financial institu-

is own future is under dism amid conflicting plans for privatisation, merger or

Fuji Bank says convertible issue will hit profits

A BIG redemption of Swiss franc convertible bonds will sharply reduce Fuji Bank's profit for fiscal 1990-91, which ended on March 31, a Fuji Bank official said yesterday,

Reuters reports.

Holders of 95 per cent of Fuji's SFr800m in convertible bonds issued in 1989 did not convert to shares, and most, presumably, have exercised their put options to redeem their unconverted bonds at a premium, the official said.

Conversion was unattractive because Fuji's stock price had fallen well below the bond ration wall below the bond conversion price due to the stock market drop last year.

The official did not specify the size of Fuji's loss on the bond redemptions, but industry analysts said it could be more than Y20hn. Fuji projects its 1990-81 operating profit at Y20bn, down from Y296.8km the previous year.

Y200bn, down from Y296.9bm the previous year.
Other Japanese banks faced similar redemptions of CBs, but analysts say none were stung as badly as Fuji, since their issues were smaller.
But some, Dai-Ichl Kangyo Bank and Sumitomo Bank, for instance, could face hig losses in the current term.

instance, could face big losses in the current term.

The Swiss franc's rise against the yen since the Fuji bonds were issued swelled the bank's repayment obligation in yen terms, and brought the bonds' cost to 20 per cent a year, an analyst said.

The Swiss franc is now slightly above Y95. compared

slightly above Y95, compared with ahout Y80 in May 1989, when the bonds were issued. Fuji will report the bond loss in detail on May 27, when it announces the annual

results.

Among other significant bank CB issues eligible for early redemption in the fiscal year just ended, Misui Trust and Banking's SFr200m issue and Hiroshima Bank SFr100m issue remained largely unconverted and could crimp their profits, the analyst said.

Bundesbank move sparks fears of interest rate rise

By Sara was in London and Patrick Harverson in New York

THE Bundesbank yesterday raised its one-month securities repurchase rate, sparking fears of a rise in the official interest rate and unsettling the man government bond market.

The central bank raised the one-month repurchase rate to 8.6 per cent from 8.5 per cent, leading to suggestions this was to protect the D-Mark, weak against the dollar and other European currencies.

One-month repos have been at m fixed 8.5 per cent rate since February 1 when the Bundeshank raised interest rates. Yesterday's rise led to speculation that German discount rate could be raised again after the Bundesbank

council meeting on April 18.

Bund prices slipped in the morning, and fell further on the news of the repurchase rate increase, but recovered in the afternoon as traders took into consideration the fact that the increase is only 10 basis points.

GOVERNMENT BONDS

Indees said there was some selling of cash into futures and that the market was otherwise looking shead to US economic figures due out tomorrow and Friday.

about the direction of mone-tary policy dominated trading in the US government bond market yesterday morning, with prices easing across the board on profit-taking.

At midday, the benchmark 30-year Treasury bond was down as at 962, yielding 8.174 per cent. The two-year note was also weaker, down à at 1002 and yielding 6.917 per

100H and yielding 6.917 per cent. The market remains a hostage in speculation about the Federal Reserve's next move on interest rates.

BENCHMARK GOVERNMENT BONDS 8.000 01/01 104,4400 -0.260 8.51 8.47 8.29 103.8600 -0.080

709,3250 +0.118 11.34 [UE 11.42

10,000 08/00 105.0800 9.15 9.12 8.92

Although some analysts are predicting a cut in rates soon, especially if this week's consumer and producer prices data show the inflation threat is receding, the weakness in bond prices suggests optimism about lower horrowing costs is about lower borrowing costs is

not widespread. There was talk yesterday that the Fed may have already eased policy, via the back door, by allowing the Federal funds rate to sink and stay below its

target of 6 per cent. However, at 11.30am the Fed intervened in the market in the form of overnight matched sales, a manoeuvre intended to drain reserves from the system and push the Fed funds rate higher. This was taken by the market as a signal from the authorities that monetary policy was unchanged. Fed funds opened the day at 5% per cent. then firmed to 5H per cent, then the Fed intervened. There was no initial reaction

from the market to the Fed's actions, and by noon Fed funds were still trading at 5% per

ment bonds slipped as hopes of

an imminent interest rate cut waned. The yield on the benchmark government bond issue No 129 opened at 6.645 per cent in Tokyo, closing at 6.67 per cent and trading at around that level in London. ger Ser

g for Mex.

マンス マンス (大学) (1975年) (1975年)

The state of the state of

27 GROUPS 153-SECTROMS

The st

Tables 124

Seine Banite fic

State Water Street

Establish as

FRINK AUG. TOR

"Hild takes there eg.

FIXED INTER!

in was in 🕸 🖷

-3-424

In yesterday's auction of Y200bn of two-year notes with a coupon of 6.4 per cent, the Finance Ministry said the aver-age yield was 6.400 per cent.

mTHE UK government bond market slipped back yesterday, with many investors holding back from the market ahead of today's Treasury stock tender. The benchmark 11% per cent

Treasury stock maturing in 2003/07 opened at 111% then alipped to 1114.

Traders said that at the long end of the market there was caution over buying shead of the traders for 500000 of today's tender for £300m of per cent Treasury stock matur-ing in 2008. Bids must be in by 10am, and traders expect an announcement about the price soon. The Bank Regiond has set a minimum tender of 94% but traders point out that the existing stock is out that the existing stock is trading below the minimum

Australia to offer A\$800m at tender

THE AUSTRALIAN Treasury is to offer at tender A\$800m of Treasury bonds, Reuters reports. The bond tender is the first in 21 months and will be held on April 16.

The Treasury said would offer A\$400m of 12.5 per cent bonds maturing on September 15 1994 and A\$400m of 12 per cent bonds maturing on November 15 2001. Mr Paul Keating, Australian Treasurer, said in February that tenders would resume because the government bud-get surplus for fiscal 1990-91, ending on June 30, would no longer be large enough to cover all maturing government bonds.

The first A\$6.25 interest pay-

ment per A\$100 face value Sep-tember 1994 bond is due on September 15 1991 and the first interest payment per action face value November 2001 band is due on May 15. The Treasury said details of the next tender for Treasury bands will be suppounced on bonds will be announced on day 21 1991 and that tender

FT/AIBD INTERNATIONAL BOND SERVICE +4 EXPORT DEV CORP 9 1/2 16 FAILAND 7 7/8 97 17 74 \$ \$72444 77 44 4444 BANN FIRANCS 14 16 92 AS
COUNCIL EUROPE 13 93 AS
EICSPORTFINAAS 12 319 95 AS
EICSPORTFINAAS 12 319 95 AS
FORD CRED AURIST 13 90 AS
ICI 15 1/2 92 AS
MICHORIAL DIS CALADA 15 95 AS
ABBEY MAT LIBERT 13 14 99 AS
MICHORIAL DIS CALADA 15 95 AS
MICHORIAL 100.15 99.46 99.46 99.46 99.46 99.46 99.47 99.47 99.47 99.47 99.47 99.47 99.47 99.47 99.47 99.47 99.47 99.47 99.47 99.47 99.47 99.48 97.70 100.10 100.21 100.83 99.51 99.51 100.83 97.84 88.50 97.00 98.11 98.10 258888 *** 4444 7777

A GOVERNMENT BOND 10 6444

. divide tion mitte mente Artes Efferen in and some the e shartifficares Mill armitte in

bereit mingerbeite Special Land TOPAL TOPAL - teta iv MEMOR SER FREIT A2001 - 1 811 intended : Pages Recognition Sec. 30. 16 . ta Brazilia italia Nagatarna Isani Shed South May the electric

type" may be

and Start to each

3800m at tender a. Policia to

PRINCE IN $\operatorname{police} \operatorname{and} \operatorname{deg}_{\mathcal{L}} \operatorname{End}_{\mathcal{A}}$

The second secon

MA WESTER MERVICE sales in a secretary

ALL STATE OF Will marginal the

And the second s Section 1

. . . ***

Section 1

and the second s

Apr | Marriage | M 9 behs & Lease (54) 109.77 +0.09 109.67

40 pening index 2536.9; 9 am 2535.7; 10 am 2531.8; 11 am 2537.5; Noon 2535.4; 1 pm 2536.0; 2 pm 2536.3; 3 pm 2536.3; 3 pm 2536.3; 3 pm 2536.3; 4.10 pm 2528.7; (a) 2.13 pm 0.3 4.10 pm 152 pm 2536.3; 3 pm 2536.3; 3

2.65 16 Leases

INTERNATIONAL CAPITAL MARKETS

Barclays launches L150bn Dealers fear fall-out from Italian crisis

five-year offer at 12 1/2 1/8 %

BARCLAYS Bank yesterday became only the second UK borrower (after British Gas last year) to tap the lire sector of the market, launching L150bn of bonds in a deal lead-man-

aged by Banco Di Roma.

The five-year paper carries a coupon of 12% per cent and was issued at 101.95. At a discount equivalent to full fees of 1% per cent, the paper yields 12.35 per cent — in line with other financial institutions in the sector.

For example, a recent L150bn five-year issue by Bayerische Vereinsbank, launched through Banco Di Roma in early March, currently yields 12.36 per cent in the secondary market.

The issue was swapped into floating-rate dollars by the borrower, achieving sub-Libor funding for the bank

NACIONAL Financiera (Nafinsa), the Mexican devel-opment bank, raised \$100m yesterday via J.P. Morgan,

benefiting from growing acceptability of Mexican bor-

The 10 per cent bonds mature in 1996, but there is a

put option after two years. They can be sold in the US

private placement market

A benchmark deel in the

der the SEC's Rule 144a.

US DOLLARS

STERLING Oes'tsche.Por

NTN Corp(a)4 Credit Salson Co.(a)4 Nacional Financiera(d

Barciave Bankfalt

Niesen Motor Co.(a)†

EQUITY GROUPS

& SUB-SECTIONS

stocks per section

6 Engineering-Aerospace (8) 7 Engineering-General (47) 8 Metals and Metal Forming (8)

9 Motors (13).
10 Other Industrial Materials (20).
21 CONSUMER GRBUP (185).
22 Grewers and Oistillers (22).
25 Food Manufacturing (20).

51 Oli & Gas (20).....

59 500 SHARE THUEX (500)...

61 FINANCIAL GROUP (97)...

61 FINANCIAL GRUDO (77)...
62 Banis (9)...
65 Insurance (Life) (7)...
66 Insurance (Composite) (6)...
67 Insurance (Brokers) (8)...
68 Merchant Banks (7)...
69 Property (40)...
70 Other Financial (20)...

71 Investment Trusts (69)

99 ALL-SHARE INDEX (666).

FIXED INTEREST

8 All stocks (11) ... 147.79 +0.05 147.77

By Tracy Corrigan

INTERNATIONAL BONDS

the third UK building society this year to tap the fixed rate sector of the sterling market in preference to offering floating rate paper - the traditional

source of funding.
Lead managed by Credit Suisse First Boston, the six-year issue was re-offered to investors at a fixed price of 99.725, to yield 100 basis points over the 10 per cent UK government bond maturing 1997. bond maturing 1997.

The pricing was seen as tight by many in the market. When Nationwide Anglia launched a £100m issue last month, the issue was priced to yield 91 basis points over the gilt. In

NEW INTERNATIONAL BOND ISSUES

**Private placement. \$Convertible. \$With equity warrants. #Floating rate note. 1Final terms. a) Non-callable. b) Mortg

FT-ACTUARIES SHARE INDICES

The Financial Times Ltd 1991. Compiled by the Financial Times Ltd.

in conjunction with the institute of Actuaries and the Faculty of Actuaries

index No.

1138.54

2433,16

1883.36 469.23 466.13 501.78 352.71 1575.01

1575.01 1467.56 1767.76 1206.23 2824.42 3222.91 1370.69 1509.60 680.45 930.89

549.26 1225.29 1232.16

1271.66 1564.96 2218.47

1551.77 705.33 1175.63 427.91 Monday April 9 1991

10.92 9.17 10.72 11.15

11.96 9.07 13.57

7.79

40.4 41.0 41.2 -0.3 -0.9 41.1

-0.3 -0.7 -0.2

-1.3 -0.4 +1.0 +0.4 +0.5 -0.3

+1.2 -0.2 -0.5 +0.1

-0.3 +0.2 -1.7 -1.2 +0.2 -0.1

-0.1

10.92 10.58 12.23 11.20

15.98 8.125 6.79 9.35 14.85 13.12 14.86 13.12 14.86 11.80 12.24 11.25 11.25 11.25 11.15 11.47

1251.83 -0.1 9.41 4.42 13.07 9.39 1253.63 1259.44 1252.15 1100.98

2384.45 -0.3 10.86 5.59 12.02 38.85 2391.72 2396.66 2369.72 2251.62

-0.2 9.60 4.57 12.93 11.66 1350.79 1366.60 1347.81 1196.87

-0.1 - 3.39 - 10.52 1213.40 1220.06 1213.77 1131.55

5 years.... 15 years.... 20 years.... 5 years.... 15 years.....

Up to Syrs... Over 5 yrs... Up to 5 yrs... Over 5 yrs...

AVERAGE GROSS REDEMPTION YIELDS

5.61 - 15.07 838.51 850.47 840.90 797.41 5.84 12.49 21.93 930.08 946.49 934.68 867.50 5.33 - 38.87 1557.19 1573.75 1540.15 1273.48 6.22 - 11.60 704.24 777.37 708.90 642.50 5.71 20.92 20.10 1195.67 1282.38 1187.56 1038.94 4.74 - 3.90 433.16 433.37 434.19 454.84 4.75 20.59 3.69 1023.54 1886.72 1031.91 1157.11 6.16 12.295 3.59 293.49 294.39 293.88 313.67

4.68 - 12.18 1225.31 1232.32 1273.55 1099.42

1%/14 Nildo Secs.

Also in the sterling
the market, Oesterreichische
Postsparkasse, the Austrian
post office, came with a debut
£100m 10-year issue lead managed by UBS Phillips & Drew.
The paper was priced to
yield 50 basis points more than
the comparable UK government — However, the paper
carries a strong guarantee

ment However, the paper carries a strong guarantee from the Anstrian government, which is itself triple. In contrast, insued by the government yields just 10 basis point the glit, and yesterday's issue was snapped up by UK institutional investors attracted in the higher yield.

sis points above comparable

sector, a 10 per cent issue due 1993 for Pemex, the state-owned oil company, has tight-ened from 320 basis points above US Treasuries at issuech to a 226 basis points

Urge for Mexican deals benefits Nafinsa

The steady stream of Mexican barrowers coming to the capital markets looks set to continue. A \$300m registered Euroboud for Cemex, the Mexican cament producer, is expected in the next few weeks.

The deal, around \$250m, arranged by J.P. Morgan, is being offered at a discount.

to a 286 basis points. So the launch spread of 287 basis points above the two-year Treasury for the new Natinsa deal was considered attractive, even though Nafinsa has an outstanding \$100m issue, also with a put option in 1993, trading at 897

US Treasury.
The steady stream of Mexi-

being offered at a discount, with a compon below market

The

9.6.1 881.70 886.64 887.71 842.97
5.50 1140.33 1145.03 1150.93 1027.81
15.34 1396.13 1413.40 1423.32 1555.78
13.27 2424.55 2463.13 2462.53 2398.16
3.12 1863.84 1854.97 1867.87 1765.05
8.86 463.35 466.42 461.78 69.17
6.55 348.79 353.11 3545.93 345.08
28.92 1574.36 1580.0 465.75 445.72
9.69 1472.64 1480.99 1469.93 1203.09
14.76 1779.89 1794.58 1793.87 1001.23
15.95 1208.53 120.94 120.00 1048.33
4.34 2824.07 2800.49 2771.24 2234.80
17.97 326.59 3300.52 224.93 225.378
9.39 1576.41 1390.53 1383.48 1392.22
14.07 1495.03 1497.42 1498.63 0.00
5.03 677.86 679.90 680.02 564.68
2.21 926.65 932.43 916.59 728.04
2.61 551.11 556.17 562.33 1870.73
8.15 1225.86 1229.91 120.91 120.00
125.35 1274.55 1284.01 1275.90 1191.11
8.15 1225.86 1222.91 1219.33 1121.07
2.85 1277.95 1284.01 1275.90 1191.11
10.66 1573.24 1565.53 1578.53 1580.26
6.97 221.54 125.58 128.87 1255.27
10.00 1154.71 1154.89 1152.31 0.00
10.00 1460.80 1454.88 1456.32 1103.12

0.00 1460.80 1454.88 1436.32 1103.12 39.69 2503.23 2503.36 2467.39 1880.50 21.39 1937.38 1946.79 1933.06 1797.23

9.94 9.89 10.27 10.11 10.05

9.93

3.71 4.11 2.90 3.93

9.97 9.92 10.27 10.14 10.09 9.93

3.72 4.10 2.91 3.93

11.86 11.64 11.43

index No.

February, Alliance & Leices-tar's credit rating was lowered from AAS to A1 by Moody's Investors Service. CSFB said that the deal would be freed to

trade today.
Also in the sterling

Haig Simonian analyses concern over withholding tax treatment for foreign investors EARS among foreigners that lialy's government crisis may have killed off moves to shake up the country's withholding tax have have been accounted by signed that more than accounting for a rising properties of trading in Italian government paper, particularly at the long end, the stakes are by three factors.

Foreigners' growing partici-pation in the domestic bond market has played a big part in keeping down yields and help-ing the authorities to realise their long-standing ambition of

winespread concern in the market after reports that a cru-cial meeting between senior officials of the Ministry of Finance, the Treasury, the Bank of May and external consultants had been cancelled at short potice. short notice. That immediately provoked

That immediately provoked rumours among government bond dealers, who have eagerly been awaiting news on withholding tax, that all new policy initiatives had been frozen until Italy's political crists has been resolved.

Dealers were also concerned about the possibility of a big cabinet reshuffle, with new faces at the finance and treasury ministries.

Such changes could have

been eased by signs that pros-pects for a new procedure are

The news follows last week's

widespread concern in the

still on course.

Such changes could have meant that the lengthy task of convincing ministers of the need to reform withholding tax procedures would have a start

from scratch.

Although the signals from Rome are confused, it now appears that reform of the withholding tax structure for foreigners remains on course. However, formal instructions have yet to be issued to local tax offices and technical issues

are seldom standardised. Some allow the full percentage rate withheld to be reclaimed, while others set limits, with only the balance being ratundable.

stretching out maturities on the government's huge debt. That, in turn, is seen as a vital tool in improving debt manage-ment and gradually lowering the interest burden. Italy has a lamentable record in repaying tax credits.
 Credits due to domestic taxpay-Foreigners' growing participation in the domestic bond market has played a big part in keeping down yields and helping the authorities to realise their long-standing ambition of stretching out maturities on

the government's hoge debt. That, in turn, is seen as a vital tool in improving debt management and gradually lowering the interest burden. Foreign buying played a sig-nificant part in the successful launch of Italy's first sevenyear domestic fixed-rate gov-ernment bond last May, And non-residents remained a sig-

nificant force earlier this year when the government intro-duced its first 10-year fixed-rate But the growing interest among international investors in longer term bonds has thrust the issue of withholding tax to the fore as complaints about non-repayment rise.

The tax dates to September 1987, when a 12.5 per cent levy was brought in on all Italian

remain to be resolved.

"We have heard the rumours and spoken to the ministries, who have reassured us the timetable remains on course and matters are now at the was brought in on all Italian government securities, doung the 6.25 per cent tax that had been imposed in September the previous year. In normal circumstances, ers are usually reimbursed after delays of around five

• The nation does not have double taxation treaties with a

number of countries, notably Hong Kong and Taiwan.

Those treaties that do exist

years.
The fact that less than five years has elapsed since the introduction of withholding tax on government securities partly explains why the issue of repayments has not loomed dgh on the authorities' agenda

Matters have been exacer-bated by the fact that it is not until relatively recently that eigners have become particularly important players in the domestic bond market. And it is not even clear whether the current budget of the Ministry of Finance has allowed for repaying the tax, although the first-year cost is estimated to involves delegating responsibility to custodian banks, which could handle tax repayments be only around L600bn.

involving about 18 questions. were very comprehensive, according to one dealer. To authorities argued that every form would have to be signed by the non-residents' fiscal administration prior to submis-

the question of claims proce-

dures. The result was a first draft of the planned repayment forms circulated among a group of government bond dealers about six weeks ago.

Finding a simple method for reclaiming withholding tax has not been easy. The fact that the tax is calculated on the

interest accrued, rather than

Thus the draft forms, each

the coupon, makes procedures

tion.
The Italian authorities also paperwork. One big bank alone reckons it will submit around 250 forms each month, a procedure that, if reproduced across the market, would swamp the ministry's original plan to pro-cess the workload manually. Many of the participants made proposals to simplify matters. One breakthrough

benking community and signs on a fee-earning basis. Another of strong support from the suggestion entails banks submitting block claims for reasy was set up last year to examine ments, along with individual suggestion entails banks sub-mitting block claims for repay-ments, along with individual

calculations which could be checked on a random basis. Some of the proposals have spurred counter-arguments reflecting the concerns of the

reflecting the concerns of the different groups involved. Depository banks, for instance, may be seeking cover for taking on the responsibility of handling claims.

Nevertheless, participants have reported appreciable progress, to the extent that some had been hoping for an announcement on the introduction of a procedure to coincide with the launch of the new 10-year fixed-rate issue in February.

make an announcement prior to the auction as a way to pre-

pare the market for the new paper", said one banker. "Since then there's been one re-open-ing, but still nothing's hap-The authorities insist matters are on course, with the delay being caused by techni-cal problems, rather than being

ot all dealers are con-vinced, however. "The same thing happened last time there was a crisis", said one. "The minister was ready. Then another minister came in and said he had a new

set of priorities".

The latest news on progress in Rome will come as some consolation: sceptics await a formal announcement before being convinced.

Safeway increases size of share offering

SAFEWAY, the US food retailer, has increased a continuous cf its international and the continuous cf. ing from 2m to 3.5m shares, following strong demand from UK investment institutions.

The international tranche is part of a 17.5m share offering.

representing 18 per cent of the company's enlarged share capi-. The new shares were priced this week at \$20.5 per share, raising a total of \$358.7m. Safeway was the subject of a \$4.2bn leveraged buy-out by

INTERNATIONAL **EQUITY ISSUES**

1986 but made an initial public offering of stock a year ago. The appetite of investors for US shares was demonstrated by the 3.25m share initial pubby the 3.25m share initial pub-lic offering made by Autozone, a car distributor also controlled by KKR.

amounts to 650,000 and managed by Gold-man Sacis. Initial filings with the US Securities and Exchange Com-mission indicated a price of between \$17 and \$20 per share.

This was later increased to between \$21 and \$23 per share and the issue was priced last week at the top end of the trading at \$28%. Delta Airlines, the third-largest US carrier, has priced its

30 1 40 2 5 11 44 11 11 25

CARDIFF

The FT proposes to publish

The FT proposes to publish this survey on 13th May 1991. It will be of particular interest to the 130,000 directors and unnagers who are regular FT teaders. If you want to reach this important andience, Please call Clive Radiford on 0272 292565 faz 0272 223974 or write to him at Morekunty House, Wapping Road, Bristol, BSI 4RW

FT SURVEYS

Optom

offering of 7m new shares at \$69.25 per share, raising \$484.75m for the cours An international tranche of 1m shares is being lead man-aged by Salomon Brothers. The funds will be used to finance capital expenditure, including the acquisition of

new air routes. Delta recently opposed the sale of Pan-Am's landing rights at Heathrow Airport to United Airlines, offering \$50m for the London-Los Angeles route

New London broker buys fund manager

MAP SECURITIES, the newly established London stockbro-ker specialising in European securities, has bought an 80.1 per cent stake in Paribes Asset

Management(UK), writes
David Barchard.

The price was not disclosed.
PAM UK will continue to operate as a fund manager, handling index-matched equity funds, and will co-operate with Parihes Asset Management in Paris, which retains 19.9 per

cent of it.

The deal comes just over a month after MAP Securities began trading.

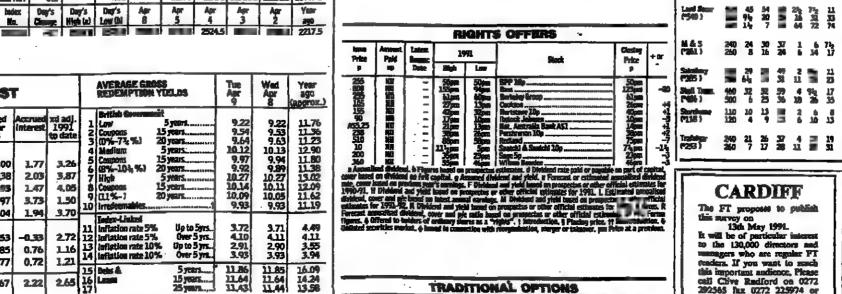
Vani Rents 50 12 13 15 54 54 7 1957 1 40 6 8 10 8 1 1 12

LONDON MARKET STATISTICS

| rises and fali | S YESTER | DAY | |
|--|----------|---|--|
| ish Funds. oraticus, Dominium and Foreign Bonds. strials. scial and Properties. tations. | 279 | Falls 33 6 337 116 18 1 23 35 | Same 18 11 929 527 51 66 |
| Totals | 844 | 500 | 7 771 |

| | | | _ | | | | | _ | _ | _ | | | |
|--|--|-------------------------|--|--|---|------------------|-------------|--------------|----------------|---|-----|--|--|
| | LONDON RECENT ISSUES | | | | | | | | | | | | |
| EQI | EQUITIES | | | | | | | | | | | | |
| inne Price | Aus'nd. Paid 19 | Latest Remac Date | H | NO. | Stock | Clasing Price | -tar | Back Dis- | These Cov's | Gross Yield | P/E | | |
| ************************************** | PARTICIPATE DE LA COMPANSION DE LA COMPA | | 日本の日本語の日本の日本の日本の日本の中の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の | 870 15 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | Abordeen Trust Tilly Do. A. Warratets 10/p Alfitage Res. 10/p Contro-Quillent Res to Doughon Blan Chip Till. Elitors 10/p Elitors Blan Chip Till. Elitors 10/p Elitors Francy 10/p Elitors Intelligent Res 10/p Intelligent Printer Printer Printer Printer Printer Do. Warratets Do. Warratets Do. Warratets Do. Warratets | #1997515 | 94 ቁ ችቁጥ ተተ | 25 | 2726 | 571111111111111111111111111111111111111 | 88 | | |

| FIXED INTEREST STOCKS | | | | | | | | | | |
|---|--|--------------------|---|------|---|---------|-------|--|--|--|
| lesse Price | Amount. | Laborat Terrest | 1991 | | Stock | Clasing | Į, | | | |
| £ | 100 | | Migh | Live | | 8 | | | | |
| 100 - K 100 100 100 100 100 100 100 100 100 1 | ************************************** | 29/11 | 2000年の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の日本の | は の | Breat Weber Caulini 35e; Co Cop No Cop No Carrier-Octifical Zeo Die, Pri 55e; Barytean Stan Chia Tet. Zeo Pri 51; Berrett Stanton Zeo Die, Pri 52; Breat Stanton Zeo Chiel Con Ni Pri 25e; Breat Carrier Group Co. Rei. Pri 71; Breat Carrier Group Co. Rei. Pri 71; Breat Group Co. Rei. Pri 71; Group 107; Con Michael Co. Rei. Rei. 2006. | のできた。 | * *** | | | |



TRADITIONAL OPTIONS

● First Dealings
■ Last Dealings
■ Last Declarations For rate indications are end of

April 8
April 19
April 19
July 11
July 22
Gross, Konmare, Pittenerieff, Sastell & Sastell, Silventein and Ultramar. Put in AB Electronic.
Put and call in Abr.

LONDON TRADED OPTION CALLS POTS
Apr Jul Out CALLS PUTS

CALLS PETS Jun Sep Dec Jun Sep Max 336 14 33 W 6 12 18 360 4 17 W 26 38 33 Elec. Plaj. 1250 200 - - 40 (*£2005) 1900 140 - - 55 Any Her Way Any See Outles 97 110 a 17 5 62 77 22 55 62 CAST) 7 1 2 2 2 Hational Poetr 128 - 13 15 - 7 P128) 138 - 8 11 - 12 130 15½ 20 28 ½ 4½ 6 140 7 12 14 3 8 11 160 1½ 4 5½ 17 22 24 BTR 38 54 59 5 11 2 7016) 22 % 22 % 32 % Brit, Teleson 25 33 42 16 171₆ (*373) 81₉ 17 241₉ 38 41 THF 286 32 10 14 16 (7270) 280 16 22 23 25 28

= 112 m 11 m 3

(ASM) 3 15 1 6 1 16 7 (ASM) Lettes (mile) (*264) ## 13 18 25 6 9 13 4 19 15 19 22 25 CALLS
Agr 1863 III 79 46 24
May 1864 166 77 52
Jun 1974 1875 1879 1879
Day 1874 1875 1879 1879
Day 1874 1875 1879 3 7 1 3 2 2 5 Pikdestan 23 30 4 90 12 12 10 15 22 21 27 34 55 106 14 Apr 415 8 22 40 67 105
21 27 34 55 106 14 May 12 17 38 57 82 112 May

10 10 50 15 21 23 Jan 18 - 93 57 82 112 May

10 10 40 45 50 55 Dec 25 - 93 - 115 -RTZ (*558.) Temp 13 25 37 22 14 1927 25 25 GALLS
Agr 230 190 477 62 34
Nay 252 255 11 125 63 40
Jan 267 225 11 125 188 65
Jul 287 285 11 125 10 10 88
Dec † 355 - - 163 Thames Water 300 25 7 7 7 (230) 339 10 24 1

Jul | ## Jul | Doc + 355 - | 12 | 137 |

Jul | ## Jul | ## Jul | Doc + 355 - | 12 | 137 |

Sup Sup Sup Sup Sup Sup Jul | 15 | 12 | 145 |

Jul | 15 | 12 | 145 |

Jul | 15 | 12 | 145 |

Jul | 15 | 12 | 145 |

Jul | 15 | 17 |

Miley Mail. 260 29 35 42 40 90 9 P280 17 23 30 12 15 17 74 7 7 15 6

EUROPEAN FINANCE & INVESTMENT The PT proposes to publish this survey on

Zird April 1991.

It will be of particular interest to the \$9% of the
Institutional Investors in Enrops who are regular FT
condent. If you want to reach the important audience, all
Pleasy Knywmeti on \$71 \$73 3699 or fax 071 \$73 3079.

FT SURVEYS

Gulf war and recession cuts Savoy to £10.3m

By David Churchill, Leisure Industries Correspondent

SAVOY HOTEL yesterday of the year in comparison with reported sharp fall in 1990 pre-tax profits due to the recession in the UK and the US and the Gulf conflict.

Pre-tax profits full from £13.08m to £10.32m on turnover ahead from £89.04m to £91.98m. A 7 per cent average increase in room prices was offset by higher costs, including the new lower occupancy levels.

The group's hotels – the Berkeley, Connaught, Clar-idge's and Savoy in I and the Lancaster in Paris international business and leisure travellers and normally popular with Americans. However, hotel fell away sharply in the second of the year international poli ical and business situation

ALEXANDRA Workwest, which has about 30 per cent of UK for

clothes, was caught by sud-den drop in demand this win-ter, leading to a 12 per cent fall

6 58m in annual pre-tax

By the half-way stage the group *** 11 per cent ahead with \$4.1m, but volume fell by between 20 and 25 per cent in the final quarter. The outcome

for the year to February 2 com-

nared with £7.52m in the previ-

Mr John Prior, chairman and chief executive, blamed the Gulf crisis, high interest rates, London bombings and severe for the collapse in

Turnover was ahead 64 per (£59.27m) and

operating profit to SR.9m (SR.5m); but interest payments jumped to \$2.20 more than doubled to £16m

(£7m), representing gearing of

acquisitions helped Bostrom to

reach record pre-tax profits of just over £3m in 1990.

The taxable figure grew by

per cent advance in turnover to £35.22m (£28.59m). Operating

profit was up 17 per cent at

\$3.97m (£3.38m), but interest

interest joint venture hindered prog-

Mr Colin Howell, managing director, said: "All the

we serve were down. 🗷 global

downturn in work vehicle seat-

ing. we export per cent, coincided with a decline

ERITH, the south and bear

builders' merchant, suffered a fall of 24 per cent, from £3.04m

to £2.3m, in pre-tax profits for

offer. Shareholders can

claw back new shares on a 1-for-10 basis at 69p. The shares

Coupon No17 Payabia at 97-50 Pecetos Per Share Coupon No18 Payabia at 22-50 Pecetae Per Share

Coupon No 19 Payable at 45-00 Peretos Per Share Coupon No 20 Payable at 45-00 Peretas Per Share

BANCO HISPANO AMERICANO SA

International Depositary Receipts Representing Banco Hispano Americano SA Stares of 500 Possics Each

The despondary will pay the equivalent proceeds in sterling less tests as applicable against presentation of the respective coupons. The coupons will be paid on or after the

uno SA hus declared a dividend payable against the folio

By Maggle Urry

Mr Prior said stock had to be COMMENT

so that rapid delivery Manual has fallen from

IN SPITE of tough conditions in engineering activity in the in the vehicle seating and preening engineering markets, under two divisions." of £3.5m. The joint of France of £3.5m.

ous 53 weeks.

the previous year, by half

Mr Giles Shepherd, managdirector, all yesterday that while 1990 had been a difficult year, the first the months of the current year had

"But there are now signs of business picking and of the Gulf War," he said. "Not only are we seeing busibut there are also more le hotels."

The undertaken an aggressive marketing paign to encourage Americans to return to the UK. Its Welcome to Britain pro-motion, which gives guests a limousine from the airport and

£125 voucher for Savoy guest services, has added 4,000 bed-Turnover, which had risen nights worth almost 2800,000 by 12.7 per cent in the first half since it was launched earlier

Fall in demand hits Alexandra

of the standard range could be

offered. As the clothing was orientated, its value was not under threat.

increase flexibility, the group had closed one of its three

Scottish factories and was buy-

rationalisation would incur

first-half exceptional costs of up to film.
This followed a "revolution"

in the group's distribution sys-tem, large labour-in-

warehouse in Bristnl had been replaced by six semi-automated units.

director, said that capital spending, which had the first to 28m in 1989 and 1990,

would dwindle to less than £1m this year. Gearing should fall

below 50 per cent by next Feb-

Earnings slipped to 18.4p (15.4p). A final dividend of 3.2p makes a total of 5p (4.7p).

KAB seating that experi-

enced flat sales of about £24m and a small decline in operating profit to nearly £2.9m. It had made progress in Japan and Korea and was now targeting North America.

Precision components, built

up by acquisition in 1988 and 1989, turnover to 27.6m (24.5m) but profit slipped to 2620,000 (2680,000). One or two tries had been

two marketes had been badly affected by the decline in

In its first year, the press-ings division contributed

£800,000 profit at turnover

Erith calls for £2.8m as profits slip 24%

were unchanged at 73p.
Mr Graham Davies, chairman, said trading was depressed by high interest rates, and profits were hit by

into receivership. It said the pre-tax fall was "a very credit-able performance" in the cir-

Acquisitions help Bostrom rise

Mr Julian Budd,

To overheads

withdraws share trade allegation this year.
The Connaught is for the By Richard Gourlay

Laidlaw

LAIDLAW, the Canadian

waste management group, has amended a lawsuit in a New

York court to withdraw allega-tions that Mr Michael Ash-croft, the chairman of ADT,

used inside information to trade in shares of BAA, for-merly British Airports Author-

Mr Ashcroft had vigorously denied the allegation that he traded personal block of

promotional campaign during the Summer. The group has also decided to absorb the 2.5 per cent increase in VAT. "We don't think that now is a good time to increase prices," said Mr Shepherd.

The directors recommending that the dividend

first time taking part in this

should be maintained at 7p per A share and 3.5p per

B share.

Trusthouse Forte, which announces results week, holds just over 42 holds fust over 45 holds fust o Savoy A shares closed 5p down in a very limited market

stocked up for further growth which added almost

to debt as the bulge in capital spending. At least the ware-house investment is easy to

justify, unlike the extraordi-

nary £308,000 loss made on a property development attached to the new Scottish sales office.

In the medium term, good should both the distribution system and the

more hard-nosed approach to garment supply. However, a

difficult 1991 means that the short-term benefits are unlikely in offset the excep-

tional cost. A pre-tax profit of £6.4m gives a prospective mul-tiple of 12.2 on yesterday's

close of 159p. The premium commanded by previous strong earnings growth has been lost and the share look fully

The joint venture with BFA

luxury In had sufficient alongside Jaguar, its hig cus-

Net deht rose from less than

Mr Howell said this year

would be worse than 1990, but

ing market share.
Earning per share improved to 24.80 (24.1p) on a 3 per cent

tax charge, utilising losses. At 35 per cent, earnings would be

16.6p (16.1p). The final dividend is held at 3.5p, for a 6p (5.75p)

The group with the money to fund expansion in anticipation of a fall in interest

rates and improvement in the trading climate. It bought a branch in Canterbury, Kent,

branches in London last

month. It is also improving two existing branches.

Group sales were 10 per cent lower at £77.65m and operating profits fell some 22 per cent to

£805,000 (£590,000) in net inter-

est charges and an exceptional credit uf LIM 000 (debit

Barnings per share fell 17 per cent to allow (4.77p). I maintained final dividend of

23m to £4.4m, gearing of 46 per

traded personal block of BAA shares produced stockbrokers' sale slips that showed ADT was the only company to sell a large block on November 29 last year.

Mr Donald Jackson, President of Laidlaw, also welcomed statements made by Mr Ashcroft as positive first step" towards allaying some of the concerns Laidlaw had expressed in its April 1 court case in New York.

Mr Jackson and Mr Ashcroft are to meet in Toronto today when Laidlaw releases quarterly earnings figures. Mr Ashcroft are to meet in Toronto today when Laidlaw releases quarterly earnings figures. Mr Ashterly earnings figures. Mr Ash-croft is on the Laidlaw board. grace since lest summer and it is not difficult to see why. The vulnerability to UK recession should have been foreseen, especially as the last downturn took its toll on profits in 1981 and 1982. Instead, the management blithely stocked up for further growth.

The Laidlaw court suit alleges that ADT and some of directors manipulated ADT's share through "rigged" sales or assets with controlled affiliates which

"Mr Ashcroft's statement "Mr Ashcroft's statement related to the listing of ADT shares on the New York Stock Exchange, adopting quarterly reporting, establishing an audit committee and reconsti-tuting the ADT board of direc-tors to include independent directors and Laidlaw nomi-

nees," Mr Jackson said.

Laidlaw currently has no seats on ADT's board in spite of controlling 28.4 per cent of its stock. Mr Ashcroft yesterday met institutional shareholders in York.

Geographic spread helps **Laird Group** By David Owen

Laird Group's geographic spread across the UK, France, Germany and the US gave it some comfort last year as its automotive, building and packaging products began to feel the recession.

But the 10 per cent decline to £38.88m in 1990 pre-tax profits still reflected lower or stagnant earnings in all divisions.

Scaling systems made profits of £18m (£19.8m) on turn-

and plenty I new-model Kadetts and Golfs get shifted,

COMMENT

of £175.3m (£160.8m) industrial products generated £16.1m (£17.1m) on turnover of £170.7m (£146.8m); and service ndustries made 🛮 same again finistries mane a same-again £10.2m on turnover of £142m (£131.8m).

Earnings per share dipped to 24.4p (30.8p). A final dividend of is recommended, making a total of 10p (9.7p).

The timing and must of a resumption of earnings growth
Less to depend quite heavily
on the German automotive
market. Under the favourable
scenario, demand stays high

> Regional dives to £352.000 CAPITAL and Regional Properties announced £5.1m placing to buy more property. It also disclosed a fall in pretax profits from £3.86m to £352,000 for 1990. The company has conditionally placed 5.1m shares, representing 29.4 per cent of the enlarged capital, at 120p per share with institutional shareholders. They are being offered a 5 for 12 basis.

it believed that the current market conditions provided excellent opportunities in invest in good quality property offering historically high

"This increase in the cost of gives no enhancement to the value of our investment in subsidiaries and it is therefore proposed to write off the increase of

\$13.1m against the share premium

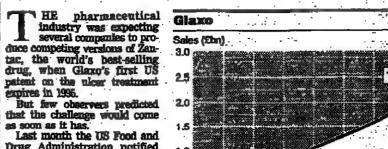
He said that with hindsight, he would have gone ahead with the Rugin Sweda acquisition but there had been some advantages including access to Euro-

pany's 1991 performance, arguing that progress was tied to the recovery of the UK retailing sector and the take up of new products in Europe.

1991 on sales only marginally higher th

Battle looms over Zantac ulcer drug

Clive Cookson and Bernard Simon on a challenge to a Glaxo patent

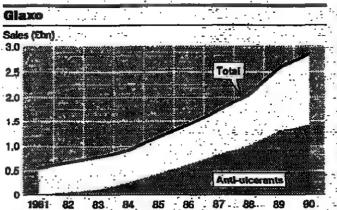


Drug Administration notified Glaxo, the second largest inter-national pharmaceutical group, that Genpharm, an obscure Canadian company, had filed an abbreviated new drug application" to market a (umbranded) form Although Genpharm would not comment on its intentions, Monday, Glaro started Monday, Glaxo started lagal proceedings against Genpharm for patent infringement.
Gempharm is a secretive company, which was set up in Canada in the mid-80s. David and
Tony Tabatznik, a South African father and son. Were
seeking to expand their pharmaceutical business oniside South

The Tabatzniks also own comne in the UK, Australia and New Zealand. Generics (UK), the British company, has a record of taking aggressive legal action against large drug manufacturers for the right to manufacture. until 1997.) import generic versions of their branded products. It has challenged SmithKline Beecham over the Lord drug and Glaxo over the astima drug Ventolin.
Outsiders estimate that

pharm has annual revenues of about (\$10m (249m). Its main product is Glyburide, an anti-di-But according to the Canadian department of con-sumer and corporate affairs, it has applied for licences on another 30 to 40 brand-name

drugs. Glaxo and Genpharm in fight protracted and extremely complex legal battle through the US courts. And now that Genpharm has the made. the first move, other generic manufacturers may accelerate their own independent plans to challenge the Zantac patent.



longer give valid protection to Zantac after the Form I patent not comment on its intentions, observers say that the company probably wants to get in ahead of the competition in preparation for the expiry of Glaxo's first US patent on Zantac in December 1995. It could not expect to sell the drug in the US before then. (The equivalent Zantac patent in the UK and Pharmacentical analysis dis-Pharmacentical analysts disagree on the chances that Glano will see off Gempharm and other generic challengers. "We are resolute that Glano has a valid patent position on Zantac in the USA until the next millenium," says Mr. Steve Plag of County Natwest.

On the other hand, Mr Robin Gilbert of James Capel says: "Our conclusion is that Glano's patent cover on Zantac beyond 1995 is quite weak, and there appear to be a number of possible loopholes likely to be exploited by generic competitors." Zantac patent in the UK and most European countries lasts

until 1997.)
The outcome of the legal battle will be crucial for Glaus's financial health in the second half III. 1990s. Zantac accounted for half of the group's £2.8bn sales in 1990 and more than half of its profits. Although Glam will have launched several other drugs with buster potential by 1986, it will still be relying on Zantac revenues to fund its research and development programme in the

development programme in the late 1990s.

Indeed, Glaxo hopes to hold generic versions of Zantac at bay in the US until 2002.

Although the initial Form 1 patent expires in 1995, it will be relying on the Form 2 patent which runs for a further seven years. Glaxo says that Form i -the same chemical as Form 1 but with a different crystalline structure - I the only one

which it has actually manufac

It is no coincidence that the first US challenge to Zantac should come from Canada; where the generic drug industry has flourished since the government passed a law in 1969 forcing drug companies to licence generic versions of their medicines long before the expiry of the original patents. The only other industrialised country with similar legislation is New Zealand. challenging the Form 2 patent on the grounds that it will no According to the Canadian Drug Manufacturers Associa-

tion, which represents the generic industry, sales of gener-ics in Canada now total about C\$400m a year, or some 10 per cent of the total prescription and non-prescription drug mar-ket. Under the compulsory licensing rules, generic manufacturers must pay the patent holder s.
4 per cent noyally.

Several generic versions of Zantac are already on the market in Canada, including one manufactured by Glaxo itself and marketed through a subsidiary of the US firm Urgohn.
Apotex, one of the leading.

generic manufacturers, claims that the version of Zantac which it launched three years ago has a 50 per cent share of the mara 50 per cent snare of the mar-ket. As competition has increased, the price of the Zan-tacgenerics has steadily come down. They now sell for about 40 per cent less than Zantac, compared to a 25 per cent dis-count when Apotex launched its

Mr Jack Kay, vice-president for sales at Apotex, says Glaxo "harassed" his company in several ways to try and prevent its version from reaching the mar-The British company threatened litigation against the Canadian government, and warned doctors and pharmacists

that the quality of the generic drug would not match Zantac. Following fierce criticism from the brand-name manufac-turers, including threats to withdraw investments from Canada, the government tight-ened the rules on compulsory licensing three years ago.

Brand-name drugs now have market exclusivity for ten years in the case of imported sense; in the case of imported generics, and seven years if an active ingredient for the generic ver-sion is made in Canada.

Apotex and its sister company in the US, Barr Laboratories, are in the process of launching legal action against another UK drug company, Wellcome.

They claim that Wellcome did not discover AZT, its anti-AIDS

drug, and thus has no rights to its AZT patent.

Stanhope £33.8m in the red after write-down

£6.1m placing as Capital and

By Vanessa Houlder, Property Correspondent

STANHOPE PROPERTIES, the of retaining ownership of all its property company headed by.
Mr Stuart Lipton, amounced a
233.82m pre-tax loss for the sixmonths to December 31 1990,
compared with a profit

The result reflected a £25.1m write-down as well as an income shortfall on investment properties and in heads.

Stanhope's share price fall from 90%p to 860. provisions were to reduce carrying values of projects helds for redevelopment, jects helds for redevelopment, such as its sites at Brunswick Wharf, which was reduced by per cent, Buston, reduced by 50 per cent, Buston, reduced by 15 per cent and the South Bank, which was written off completely.

Time property - in la experiencing the most difficult operating environment since the early 1970s with rents and values under severe pressure," the company said. Stanhope said that its policy

investment assets had the short-term price of funding income shortfalls, increased by high interest rates, it said the income shortfall would tinue in the second six months and then tail off.

The company was prepared to disposals on a acceptable terms" of Breakett, its flag-ship development in the City, notwithstanding its policy of retaining ownership of the project. It said that since the Gulf war there had been interest from potential investors in several buildings, including number six Broadgata.

Turnover increased from £10.47m to £19.59m with profits of £3.82m (£407,000). undertakings, 85 per cent of which is Rosebaugh Stanhope Which is independent was all 78 in (211.84m profits).
Losses per share was 20.87p (7.8p earnings).
See Lex

The company said it had benefited from its decision in

1988 to stop buying property and reduce its debt by dispos-als, which meant that it had no

need to sell properties into the subsequent weak market. Net assets per share fell from

202p to 163p, principally as a result of a 11 per cent reduc-tion in value of its UK portzo-

more than offset the increase in dollar value of its net assets

Boosey and Hawkes orchestrates 32% gain By Michiyo Nakamoto BOOSKY AND Hawkes, the

international music publishing and instrument-making group, own-manufactured products and better financial management to report # 32 per cent improvement in profits last

And Pharmacoulical Business
News, an industry newsletter,
concludes after analysing the
complex issues involved: "This
patent is quite weak and
unlikely to withstand a detarwined on the state of the

mined challenge."
It is no coincidence that the

year.
The office for the 12 months to December 31 rose to 23.25m from a previous £2.46m despite adverse currency move-ments. About 45 per cent of instruments division stems from markets outside the UK and continental Europe. The shares closed up 28p to

The rise in profits was

attained on higher turnover of £49.1m (£47.24m). Of this, the instruments side contributed £38.8m and the publishing side

... Operating profits after costs improved to £5.03m (£4.31m) with instruments and publishing making roughly even con-tributions 22.9m and respectively.

Mr Richard Holland, chief executive, said that there still "great prospects for any sion" as the group still had a relatively small market share. Earnings per share were up
33. per cent to 49.4p (37.2p). It
final dividend of 12.4p is proposed, making stotal of 16.4p
(12.3p) for the year.

Sherwood Computer at £2m

By Alan Cane

SHERWOOD Computer Services continued its return to financial health last year after a disastrous 1988, although tax charges and heavily increased investment in research and development disguised its true-profitability.

The Gloucester-based com-

pany, which specialises in com-puter systems for the insurance markets, made pre-tax profits of £2m in 1990, the same as the preceding year. Sales were fractionally down at

224.79m (£25.4m).

After a much higher tax charge, fully limit earnings per share declined 32 per cent to 17p (25p); but the dividend is lifted by 17 per cent to 5.25p (4.5p) with a final of 3.75p.

Mr Richard Guy, chief executive, said spending on research and development had been increased to £2.6m (£1m).

Profits had also been hit by the poor performance of the £24,79m (£25,4m).

the poor performance of the company's disaster

. . . . _____

DIVIDENDS ANNOUNCED

| | Current payment | Date of payment | Corree - | Total ier year | Total last year |
|----------------------|--------------------|---|----------|----------------------|-----------------------|
| Alexandra Workfin | | June 7 | 8.1 | 5 | 4.7 |
| Betscomfin | nif | | O. t | lije. | 1.1 |
| Blockleysfin | 4.0 | July 1 | | 1.0 | 4.4 |
| Boosey & Huntesfin | 10.4 | May 31 | 9 | 100 | 10.00 |
| Bostromfin | | Mary III | 3.5 | 6 | 5.75 |
| Bourne End Propefin | 1 | July 4 | 2 | - 8 | 3 |
| Britannia Gpfin | 1.1 | May 31 | 3.8 | - 3 | 5.7 |
| Capital & Flog"fin | 0.6 | | 0.8 | 0.9 | 0.9 |
| City Centre Restfin | | June 7 | 0.015 | | 100 |
| Equity & Lawfin | 15.25 | July 1 | 13.2 | 15.25 | |
| Erithfin | . 2.6 | May 30 | 2.6 | 3.0 | 3.9 |
| Fakteven Ind S | 0.217 | May 24 | 0.1 | 0.2 | 0.1 |
| Laird Groupfin | | June 10 | 5.8 | 10 | 9.7 |
| Mawiem (John)fin | | July 2 | 15.35 | 21 | 21 |
| New England &fin | nil · | . · · · · · · · · · · · · · · · · · · · | 1 | · nH | 1 |
| Richardsfin | | May 21 | 2.5 | 4.4 | 4 |
| Sevoy Hotel Afin | . 7 | _ | . 7 | 7 | . 7 |
| Savoy Hotel 5fin | 3.5 | - | 3.5 | 3.5 | 3.5 |
| Chandwickint | 1.181 | June 7 | 5.00 | - | 3.5 |
| Sherwood Computs_fin | 3.75 | June 17 | | 5.25 | 4.5 |
| Thompson Citye | | June 3 | | 8.8 | |
| Tudor \$ | 1.7 | July 4 | 1.7 | 2,7 | 2.7 |
| UK Landfin | nH - | | 14.5 | nil | 14.5 |
| Wardle Storeysint | | July 1 | 4 | | 15 |
| WeecolInt | nii | | 1.5 | - | 1.5 |

Dividends shown pence per share not except where otherwise stated, "Equivalent after allowing for scrip issue, fon capital increased by rights and/or acquisition issues. SUSM stock, *Carries scrip option.

BOARD MEETINGS The following companies in notified detect of bear seedings the lack Emissings. Such as are and if or gaspess of parametering divide. Detail describes of an area available as to whether the leterines or finals and the sub-dividence above believ are a sub-dividence. Indertum- Smitgle Industrien, TIP Europe. Plantin- Bittory (Porcy), Brebsont Resourcest. Cairn Energy, Ongenitess Motors, F8D. Haden MacLatian, Seyring Son 3 Dew, House of Lorose, Maleyala Militing, Nursin 8 pagcots, Cairn Proudiot (Alexander), Cusens Most | M.C. Sherwood Green, Student restit

and plenty I new-model Kadetts and Golfs get shifted, giving Laird a boost since the value of the seals II will supply for these new vehicles is significantly higher than the value of seals supplied for the old marques. This could coincide, moreover, with a tarn for the better in the French automotive and UK huilding products markets. If things turn is badly, illumin demand could fall just as the group is encountering teething problems at its new plants and product lines. Either way, the group looks one of the sounder bets for the patient investor in what is a relatively depressed sector. Given profit expectations for 1991 of £33m, the prospective p/e is just under 11.5. This falls to below 10, however, on the last year is. Earnings per share shamped from 29.23p to 0.91p. The final dividend is maintained at 0.8p for an unchanged total of 0.9p. gives an unchanged total of 3.9p, just covered by earnings. Riva to sue over £3m purchase of Hugin

£91,000).

RIVA GROUP, a Bolton-based supplier of electronic point of sale equipment, paid about £3m in late 1989 for Hugin Sweda, an Anglo-Swedish company in the same line of business, hoping to benefit from its extensive network of distributors in continental Europe.

Over the past year, as it delved deeper into the financial affairs of its new acquisition, its enphoria turned rapidly to dismay as it discovered its purchase was in far worse shape than it had believed.

Hugin Sweda subsidiaries had, in fact, hitherto unsuspected liabilities of between \$1000 and \$1200. £10m and £12m.

Now Riva is sucing the former executive board of Hugin Sweda and is planning to

Riva's main shareholder is Pavon invest-ments, a subsidiary of the Foster's Brew-ing group, which holds one third of the ordinary share capital. Mr Andrew Cum-mins, group director for strategy at Fos-ter's, said yesterday that his company

cast shadow over what was a creditable performance by Riva in 1990, given the depressed state of the retail business in the UK and elsewhere and high interest

the six months to end-December 1989.

The result included an exceptional profit of £184,000. Earnings per share amounted to 24p (losses 3.3p for the six months to December 1989.

year, due to the unsatisfactory state di Hugin Sweda's affairs, we reorganised the structure of the group. This created an addition to the cost of investment of £13.1m due to undertaking direct liabilities which had previously only been guaran-

in the US.

He was unwilling to predict the com-

Analysts were yesterday predicting pre-tax profits of between film and film in

LEGAL NOTICES METROPOLITAN REAL

Morgan House, 1 Angel Costs, Landon ECSR 7AI

PROPERTY PLC

Treda classification 73 Date of appointment of Joint Adm steers, 4 April 1991

struthen Receivers. Abbuy Rational Persian Funds Trustee Company Limited and Abbay lational Pension Funds (Holdings) Limited Christopher John Hughts and John M. Joint Administrative Rec

(Office holder numbers 2041 and 2184) of

Cork Chilly, Shelley House, & Noble Street,

Lordon EC2V 7DG

OBITUARY

CLOUGH On April 6, 1991, panagefully home, Verydell Snow, aged 78, beto flushand of Frances, father of Richots Alliam, grandfather of Jamie, Christi Robin 6 Arteria Family femeral. A Serie of Thanksgivery to be halfe in London carry May, date to be amounced. Do flors, if deserted, to the British Lung Fiedelion.

CLUBS

EVE has custinged athers due to policy of tall-play and vision for monthy. Suppar from 10-3 20 am Gilarcorous hosiesses, exciting cabaret. 189 Hegent St, W1.071-734 0557

PERSONAL

enting by eward winning speaker. First lesson free Tel (0727) 821369

Margan Gamenty Trust Co of New Yor

sue its own advisers, accountants RPMG Peat Marwick McLintock, for negligence. Mr Tom Milne. chairman of Riva, said yesterday that he was hopeful the money would be recovered but that, given due process of law, shareholders should not expect a fast return. KPMG said yesterday that the company had not received notice of legal proceeding against it, and was still Riva's auditor.

would continue its support for Riva. The revelation of the worse-than-anticipated state of Hugin Sweda's balance sheet

It made pre-tax profits of 2778,000 on turnover of £85.96m in the year to Decem-

ecember 1989). The p and l account is dominated by the net cost a borrowings to cover Hugin Sweda's liabilities - £2.1m in 1990 com-pared with £407,000 in 1989. Mr Milne said yesterday: "During last

صكذاحت الأصل

UK COMPANY NEWS

ARBINESDAY APRIL 10 194

Section of the second bearing by

The state of the s

The second second

1020 100 100 200 200 5

The second section

1000

A

東 古田堂で

to a Glavo patent

Shandwick tops £8m and sees signs of recovery

SHANDWICK, the world's largest public relations group, yesterday announced a 12 per cent increase, from 27.27m to 58.12m, in interim profits in spite of a downturn in the marketing services industry.
The interim dividend is

raised by 33 per cent to 1.18p (0.89p) and directors said future policy would be to "sub-stantially increase" dividends as the borrowings and deferred payments incurred by acquisi-tions in the 1980s were

reduced.

'Shandwick's shares rose by
7p to 106p on yesterday's
announcement. The shares
have rallied in recent weeks
following a steep fall late last
yest over the controversy surrounding a proposed share sale
by Mr Peter Gummer, chairman.

Group turnover rose to \$75.58m (£72.9m) and operating profits to £10.12m (£8.81m) in the six months to January 31. Shandwick paid £2.6m (£2.86m) 575.59m (£72.9m) and operating profits to £10.12m (£8.81m) in the six months to January 31. Shandwick paid £2.6m (£2.38m) in tax on a slightly lower charge of 32 per cent. It paid to the US and the UK. How-



chairman of Shandwick

set by new business gains and by market growth in conti-nental Europe and Asia Shandwick has been cutting

ever, he said this had been off-

costs to counter the slowdown.
It has reduced its US workforce by roughly 100 to 900 people through redundancies and natural wastage. It has also made 30 people redundant in

the UK.

The group hopes to reduce borrowings to £30m by the year-end. It has already paid £8m in deferred acquisition costs this year and faces further payments of £6-5m for each of the next four

Shandwick is extending its

year end from July III to Octo-ber 31. As a result it will pay an additional interim dividend this year as well as its final

dividend.

The public relations markets in the US and the UK are still affected by recession.

However, Mr Stoddard said there were now "some signs"

NEWS DIGEST

Blockleys downturn to £3.3m

BLOCKLEYS, the maker of bricks and clay paviors, saw pre-tax profits fall from £5.37m to £3.29m in 1990, as the indus-try suffered from high stocks, reduced output and substantial price discounting.

However, the performance was considered satisfactory

under the circumstances, said Mr Brian Taylor, chairman and managing director.

Riockleys kept selling at full list price in order to retain satisfactory margins, and its operating margin came out at 31

ating margin came out at 31 per cent (36 per cent) on turnover of £14.3m (£17.8m).

Mr Taylor said unless there was a significant fall in interest rates there would be "little opportunity" for improvement in trading this year.

Demand for paving products held up well, and sales volume grew. But competition in that market was expected to

market was expected to increase this year. Earnings fell to 9.16p (14.03p). The final dividend is again 2.86p for an unchanged total of 4.81p.

Britannia Group £1.2m write-off

Britannia Group, involved in property dealing and construc-tion, has written off £1.2m for diminution in land values in

That exacerbated difficult trading and resulted in a pre tax profit of £631,000, compared with £3.04m in 1989. Earnings per share slumped to 3.5p (16.9p) and the final dividend is 1.1p for a total of 3p, down

from 5.7p.
Interest was being shown in certain of the group's develop-ment properties, which it hoped to sell in the foreseeable

Wescol again soffers customer failure

Wescol Group, the USM-quoted structural engineer, has again been hit by the failure of cus-tomers. Added to its problems of difficult trading and high interest payments, that has led to a loss of £180,000 in the half year to January 31 1991. Last year the failure of Rush

& Tompkins was the main reason for £1.19m exceptional pro-visions. After a first half profit of £910,000 the group finished with only £60,000 for the whole

Mr John Hicks, chairman, said the appointment of receiv-

ers to the Elliott group had resulted in exceptional losses of 2579,000 on the final stages of contracts at Stansted Air-port being handled by three subsidiaries.

subsidiaries.
Following the Rush & Tump-kins collapse, the group negotiated insurance cover to provide substantial protection on most contracts, but that was not in place in time to cover the Eliote contracts, Mr Hicks

Turnover improved to £13.33m (£12.96m); but operating profit fell to £592,000 (£1m) before exceptionals, and interest charges took £100,000 more. Losses per share came to 1.1p (earnings 6.4p). There is no interim dividend, whereas last year 1.5p but there was no final.

New England Props halved

Profits of New England Properties, the USM-quoted property trader and developer, fell from £3.11m to £1.55m pre-tax for

1990.

The 50 per cent downturn was struck from turnover £1.91m lower at £2.93m. Estings declined to 1.2p (2.9p) and the dividend for the 12 months is omitted — shareholders received ip previously.

Below the line, an extraordinary provision of reflected the problems, announced at interim stage, of the County Hall Development Company, At the year-end net asset

Bourne End runs into loss of £2.2m

Bourne End Properties incurred £221m in 1990, compared with a profit of

Property generated profits of only £83,000, against £2.05m, although rental income advanced to 23.61m (2906,000). Interest charges, however, jumped to £4.56m (£1.45m).
Mr Julian Benson, chairman, said the main reason for the

operating loss was the shortfull of rental income from unlet units at the completed Meadowbank, Bourne End develop-

When the company acquired the Magnet units it bought an interest rate cap in respect of \$15m of the borrowings at 18 per cent for three years. It has been decided to write down the value of the investment to zero, resulting in an exceptional loss of £585,000.

The current rental was £4.2m rising to £5.2m over the next two years, Mr Benson said.

Losses per share came to 26.3p (earnings 8.9p). The final dividend is halved to 1p for a total of 2p.

Fairhaven advances 38% to \$10m

USM-quoted specialist within the oil, gas and petrochemical construction industries, lifted construction industries, litted pre-tax profiles by 38 per cent to \$10.18m (£5.7m) in 1990 compared with \$7.52m previously.

Turnover improved by 72 per cent from \$175.14m to \$301.13m and the current order book ensured a high level of activity in 1991 could be maintained.

Mr. James, Devidson, chair-

Mr James Davidson, chair-man, said the company was considering what involvement, if any, it should have with the reconstruction of Kuwait and other projects arising from the

Gulf war.

A doubled dividend of 0.2 cants for the year is recommended, payable from earnings per share of 3.55 cents (2.45

As already announced the company intends to apply for a full listing this year.

Thompson Clive progresses

Clive Investments rose from 21.19m to 21.54m in 1990 and after a 2155,000 rise in tax to 2261,000, available profits showed an improvement of 49 per cent at £519,000. Net asset value per share at

the year-end totalled 163.8p (177.1p). Undiluted, the figure amounted to 168.9p (183.6p).
Ramings worked through at
4.1p (2.7p) and the single dividend is lifted from 2p to 3.6p.

The company said that over the next five years it intended to progressively liquidate the assets of Thompson Clive Asset Management, its non-in-vestment trust status subsid-iary, and distribute the profits as dividends to shareholders.

Increased interest charges hit Tudor

Texable profits at Tudor, the USM-quoted ceramic tile, floor-ing and glassware group, declined from £384,000 to

£325,000 over 1990. The setback, however, was entirely attributable to increased interest charges of £149,000 (£84,000); the outcome at the trading level moved ahead by some 6 per cent to £474,000 (2448,000).

After tax of £119,000 (£52,000) earnings worked through at 3.68p (5.94p) per share. A main-tained final dividend of 1.7p ens the total at 2.7p.

Restaurants

to £10.64m

CITY CENTRE Restaurants city Chnyks Restaurants said yesterday that travel disruption, the Gulf war and the recession had all kept customers away from its Garfunkel's, Deep Pan Pizza and other outlets so far this year.

The statement followed a deterioration in trading in the

edges ahead

lets so far this year.

The statement followed a deterioration in trading in the second haif of 1990 which held the advance in pre-tax profits for the year to just over 5 per cent, from £10.12m to £10.64m.

However, Mr Bruce Johnson, chairman, said the company had recently reversed its policy of reducing the rate of expansion in 1991. This was owing to indications that the UK economy would slowly improve and because newer outlets had been performing satisfactorily, even in a recessionary environment.

Expansion would focus on the Deep Pan Pizza division. The company also operates restaurants under the names Biguns Ribs, Chiquito Mexican and Filling Station.

There would, however, be significantly fewer openings this year than last, when the number of restaurants rose from 124 to 149. That lifted turnover to £75.72m (£53.03m).

During the second half operating profits rose by only 2 per cent in the first six months. For the whole year, the volume of covers in established units fell by about 6 per cent. Net operating margins were

units fall by about 6 per cent. Net operating margins were 13.3 (14.1) per cent. Substantial expenditure on new openings in 1990 cut net interest receivable to 2595,000

(£1.27m).

The final dividend is increased to 0.94p making 1.39p (1.365p) total. Earnings amounted to 4.04p (3.72p).

City Centre | Wardle Storeys declines 15% to £4.3m

PROFIT INCREASES for parachutes and life arts failed to offset a downturn in Wardle Storeys' plastic fabric business. Overall, pre-tax profit fell by 15 per cent to £4.29m in the six months to February 28.
The porture 25.03m,

came on a 2 per cent reduction in turnover to £39.78m (\$40.59m). Operating profit fell by 24 per cent to £2.45m (£3.23m), while interest income improved to £1.8tm (£1.8m). Mr Brian Taylor, chief executive, said the group had continued to add to its cash pile of more

than 230m. In the technical products (plastics) division, operating profit fell sharply to £1.02m (£2.49m) on sales of £28.28m (£30.41m). Mr Taylor said this followed a 15 per cent drop in the UK, which

These negatives had been partly offset by £700,000 in overhead savings, including 180 jobs shed over 18 months.

In the smaller safety and survival equipment division, operating profit doubled to £1.5m on turnover of £1.5m

cent of sales were exported.

Mr Taylor said GQ Parachutes had concentrated on higher value products and was benefiting from greater military emphasis on mobility. At RFD inflatables, profit had trebled as problems had been

turnover. Worst affected were orders from the car industry. Ill effects had included short runs and less efficient use of power and labour. Haw mate-rial prices had also increased because of the Gulf erisis.

(£10.18m). More than 60 per

accounted for three quarters of truncyer. Worst affected were centrated on one site. At its present size, however, the survival division could not make up for the ground lost by technical products.

Mr Taylor said that recently the survival division freed.

sion——— division faced even more of a struggle in the second half — a comparatively good period last year.

The group was looking at five possible acquisitions, Principles group to avenue of the principles group to avenue of the principles. orities were to expand life-raft and plastics businesses over-sess. After two failed hostile

bids in 1987 and 1988 (for Chamberlain Phipps and Arma-trong Equipment), Mr Taylor said he was looking for agreed earnings of 11.2p (13.2p) **Wardle Storeys**

The share price closed at 304p yesterday, down 14p. It has recovered from a low of

Expamet seeking £21m cash to cut borrowings

EXPAMET International, the building, security and industrial products group, is raising £21m in a 1-for-3 rights issue aimed at sharply reducing its high level of borrowings.

This follows the company's promise, when it announced 1990 results a month ago, that it would be making debt reduction its hig priority for the current year.

Unusually on the amnouncement of a rights call, the shares gained 20 to 1700. The issue is of 15.54m shares at 135p each.
Before the rights, borrowings were £35.5m compared with shareholders' funds of £5.4m.

reduced by goodwill write-offs notably for Radionics, the US acquisition made in 1989. Cash balances stood at \$2.3m. Yesterday Mr Alex Orr, managing director, said although the bulk of the issue proceeds would go to reduce boxrowings Expamet also expected to make some modest acquisitions dur-

ing the year.

The company said it wanted to make a small purchase in continental Europe to build up its hydraulic bladder accumulator business, where it is a world leader. It also wished to

business.

Expanset said current year had been affected by severe winter weather, hostlitte in the Middle East and depressed economic conditions. However, it was continuing to increase market share in its

three areas. Mr Orr said that, if the acquisitions went according to plan, he expected the company to have about £7.5m debt by the end of the year and share-holders' funds of about £23m.

Shareholders to decide fate of Europa directors

By Kenneth Gooding, Mining Correspondent

THE BOARD Ruropa
Minerals, the mining finance
company under siege by rebel
shareholders, said yesterday
that resolutions to re-elect
three directors would be put to
the annual meeting today in
spite of objections by the dissi-

dent group.

The rebels, led by Mr Alastair Holberton, who was dismissed last July after seven months as Europa's managing director, said on Monday that counsel's opinion was that the housel's resolutions to re-elect board's resolutions to re-elect Mr Arthur new chief executive, Mr Kenneth Lane and Mr Robert Rice, were invalid.

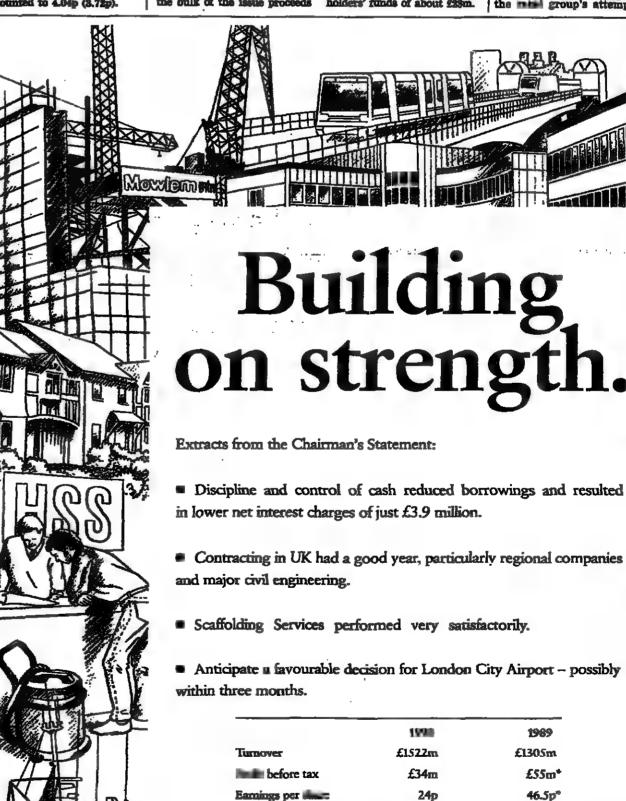
Europa's board replied yes-terday that they had leading counsel's opinion that the reb-els' claim was "without merit." Mr P. I said that most small shareholders supported the group's attempt to

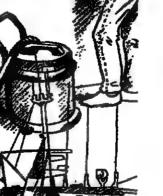
Hubbard elected to the board. However, the issue would ulti-mately be decided by institu-tional shareholders.

The board week ruled out a resolution to appoint Mr Nicholas Elliott as chairman Europa's share price last night was down 3p to 17p. A chart in yesterday's report on the Europa battle inadver-tently showed the price at zero.

P & O listing in HK

P & O is to seek a Hong Kong listing. Lord Sterling, chair-man, said he saw Hong Kong becoming the Pacific rim head-quarters for P & O's interests, ping and transportation busi-





1989 £1305m £55m* 46.5p* Dividend 21p **21**p Before exceptional charge in respect of London City Airport.

For a papy of our Annual Report containing the Chairman's Statement in full, please write I The Secretary, John Mowlem Company PLC, White Lion Court, Swan Street, Isleworth, Middlesex, TW7 6RN.





WORKWEAR plc

Summary of Results for the 52 weeks to 2nd February 1991 paratives are for 53 weeks to 3rd February 1990) £,000 £000

63,097 SALES (12.5)PROFIT BEFORE TAX 6,583 15.4p (13.0)13.4p EARNINGS PER SHARE 6.4 **4.7**p 5.0p DIVIDEND (NET)

nenting, Chairman, John Prior said: r commitment to this industry, coupled with our continued traction med increasing efficiencies, will enable the Group to return to sormer levels of profinability, when the general business climate impr

mbu is Europe's leading supplier and war of quality corner uncer and m ALEXANDRA WORKWEAR ple Alexandra House, Patchway. Bristol BS12 5TP Telephone: (0272) 690808 mes and copies of the Am





£200,000,000 lotice is hereby given that

the Rate of Interest has been fixed at 12-45% for the interest period 8th April, 1991 to 8th July, 1991. July, 1991 will be £3,103-97 in respect 🕍 🛲

£100,000 denomi



GOLD BULLION gained another \$2.95 a troy ounce in London yesterday to close at \$364, writes Kenneth Gooding. This followed a \$3.55 rise on Monday which took the pre-clous metal above \$360 an ounce for the first time in two

weeks. Activity was flat and thin in both Tokyo and Europe before the New York Commodity Exchange opened to spark some life into the market, said Mr Andy Smith, analyst with the Union Bank of Swit-

zerland, forecast that gold would average only \$345 au ounce during the second quarter this year. Silver closed in London yes-

terday at \$4.04 an ounce, up 8.5 cents, while platinum by \$2 to \$404.50 an ounce.

Tonnage of gold used in jewellery set to remain at record levels

By Kenneth Gooding, Mining Correspondent

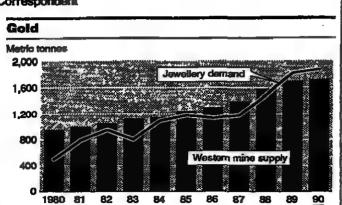
GOLD USED in jewellery manufacture reached a record 1,88 st year and there are that, in spite the recession in some important markets, the tonnage consumed in 1991 will stay at this level, according to the World Gold.

For the second successive year, gold used in jewellery accounted for more than all the western udir newly-mined gold – estimated at 1,720 tonnes in 1990, said the council, a Gene-va-based promotional organisa-tion backed by gold producers

Last year Europe's consump-tion of gold for Jewellery the by 10 per cent; US consumption remained flat; and Japan's use of gold in jewellery The council says the

figures were distorted because in 1989 new tax caused the trade to build up supplies and new retailers were stocking up with gold jewellery for the first

"The 1980 downturn is expec-



ted to be only temporary in a market which has doubled in size over the last five years," the

It says early results from Europe suggest that the tourage of gold consumed in jewellery could be up by 1 per cent in

In the US, reports from a sam-ple of 7,000 jewellery outlets

month last year, February was 3.5 per cent ahead. March saw a further substantial recovery, particularly at the higher-cost end of the market.

Japan is projecting a volume of 120 to 125 tonnes — about the same — marginally shead

indicated that, following an average January seles fall of 0.8 per cent against same

Delay for coffee agreement seen

sen an easy method or time to

carry out its plans, says Man, referring to the suspension of

export registrations

Man says the ICO's negotia-

tion process and formal ratifi-

cation by member govern-

THE WORLD coffee market will have to wait until the International Coffee Organ isation before any seeing signs of progress towards a renewed international agreement, according to the latest market report by E. D. & F. Man, the London brokers.

Man does not believe Brazil will have sorted out a coherent policy in time for the ICO's executive board meeting on The Brazilian government

ments usually takes at least

Prices frum Metal Bulletin (last in warehouse, 13.90-14.25 (13.70-week's in brackets). 14.10). ANTIMONY: European free

COBALT: European free market, standard min. 65 market, 99.5 per cent, \$ per lb, per cent, \$ per tonne unit (10

MERCURY: European

market, min. 99.99 per cent, \$
per lb, tonne lots in warehouse,
2.65-2.90 (same).

free market, drummed molybdic oxide, \$ per lb Mo, in warehouse, 2.50-2.55 (same).

TUNGSTEN ORE: European

expires in September next year. The re-introduction of quotas in any shorter time "would be very difficult if may to return to an export quota system in order to boost prices, but it has not choonly due to the quantity of consumer currently overhanging the market".

Braxil will have to realise that many producer members of the ICO will be demanding a market characteristics. month. Export registrations were restored this week after pressure from the Braxilian

greater share of quotas in a agreement had on recent export performance. This was the very issue which led to the collapse of the export quots system in July 1989.

MINOR METALS PRICES

market 99.6 per cent, \$ per tonne, in warehouse, 1,700-1,750 BISMUTH: European

CADMIUM: European market, min. 99.5 per cent, \$ market, min. 99.5 per cent, \$ per lb, in warehouse, 1.80-1.85 lb, in warehouse, 4.80-5.40.

market, min. 39.99 per cent, \$ per 76 lb flask, in warehouse, (same). MOLYBDENUM: European

SELENIUM: European

kg) WO₃, cif, 50-57 (48.50-55).

VANADIUM: Interprete free market, min. 98 per cent, \$ a lb V₂O₃, cif, 2.55-2.65 (same).

URANIUM: Nuexco exchange value, \$ per lb, U₁O₄,

Advance in precious metals prices | Salvaging wealth from a war-torn state

Julian Ozanne finds optimism in Angola's state-owned diamond mining company

N THE wooden bookcases in the office of the managing director Endiama, Angola's statemining company, a glass book-end with an engraving of Lenin is sandwiched between thick mining reports, Donald Trump's aniobiography and "The Money Game". Trump has surpassed Lenin

as the economic mentor of Endiams — III. company responsible dramatic turn-about in the fortunes of Angola's diamond industry in the last four years.

Under largely autonomous and aggressive corporate man-agement since 1987, Endiama has boosted production from 267,000 carats in 1986 to an esti-

mated 1.4m carats in 1990, according to Mr Noe Baltazar, managing director.

A successful rehabilitation strategy, re-establishment of contracts with foreign operators and independent market-ing of production outside De Beers Central Selling Organisa-tion, which controls 80 per cent tion, which controls 80 per cent
of the rough diamond market,
has allowed the company to
foreign exchange
earnings, estimated at about
\$240m-\$250m (£136m-£141m)
last year. Angola is once again
the seventh largest diamond
producer in the world in both
whyme and walte terms.

olume and value terms.

Mr Baltazar is confident that diamond production will contowards the 1974 peak levels of 2.3m-2.4m carais. A ceasefire in the 15-year-old civil war and the reopening of areas which are at the moment insecure and inaccessible will be essen-tial to achieving that goal but

By Kunal Bose in Calcutte.

sought world bank musi to reduce the import of rubber

of the country.

THE INDIAN Rubber Board has

with a five-year project to pro-mote rubber cultivation over 40,000 hectares in the north-east

The Indian government has been promoting cultivation of rubber in new areas by offering

cash assistance, high yielding

mulatille and research and

development support for some

Nearly 50,000 hectares in non-

traditional areas – such as Tri-pura, Assam, Andamans, Gos, Orissa, Karnataka and Mahar-

ashira - have been converted rubber.

state of Tripura has emerged as fastest growing rubber

producing centre in the country.

rubber, I government has raised the benchmark price of rubber by about 20 per cent to Rs21,500 (2620) a torme. The all-

India seeks new rubber

regions to cut imports

WORLD COMMODITIES PRICES

1412-4 1443-4

en, 99.7% purity (\$ per tones)

1410-1

the long-term prospects of the industry hinge mainly on a resumption of prospecting and investment in kimberlite min-

sive investment needed to develop kimberitie mining in Angola prompted Endiama to go back to selling about 80 per cent of its production through the CSO from the beginning of

to develop new areas of alluvial mining in the Cuango River area; a \$50m investment in geological and economic surveying of kimberlites; and \$25m for the construction of a

CSC was ended after the gov-ernment accused De Beers of devaluing its diamonds, and the state mining company Dia-mang was seriously indebted with its foreign exchange costs wastly exceeding its earnings. Several factors had brought the diamond industry to its knees since the peak produc-tion level of 1974: the exodus of thousands of skilled Portuguese workers after Angola gained independence from Por-

India Rubber Industries Associ-

ation the this move saying there was no reason for Indian

rubber to be much more expen-

Asia when india had comparative advantage in

Indian productivity of the per bectare is also more or less at par with other producers and

goods produced in the country

Industry sources believe that India has recorded a 12 per cent increase in rubber production

The official projection is that during 1994-1995, the rubber production will

tonnes, 3,000 tonnes short of the

expected domestic demand. By the turn of the century, the demand for rubber will rise to 707,000 tonnes,

against an expected production of 690,000 tonnes.

tugal in 1975; followed by nationalisation of most foreign and private holdings in Dia-Production fluctuated wildly but from 1963 Unita, Angola's

The vast potential of untap-ped kimberlites and the mas-1.5 1.0

In return, De has pledged \$125m for three pro-jects: a \$50m loan to Endiama

This current health of the diamond industry is a far cry
from the last days of 1986
when production dropped by
267,000 carats, the exclusive
marketing contract the
CSO was ended after use gov-

ganise the industry.

"We were given the freedom
to put in a new lay-out of pro-

By Joe Mann

tonnes for 1990.

Angola Diamonds Production (million carets)

1973 78 80 82 84 86 88 90 Source: Endleren

rebel movement, identified the diamond mining industry as principal target me sahotaging roads, bridges and infrastructure and kidnapping in 1964, Cuango, and the three mining divasted and main source of production and the highest quality stones, was closed under rebel pressure. Inefficient management and the highest quality stones, was closed under rebel pressure. the high costs of air transport had crippled Diamang. Wide-spread theft and diamond traf-ficking through Zaire, and dis-agreements with De Beers over the CSO and proposals for compounded the cri-

In 1966, the government dis-solved Diamang and gave the green light to Endiama to reor-

Venezuelan

iron ore fall

VENEZUELA last year pro-duced 20.1m tonnes of iron over

and exported 13.7m, according

by 9 per cent on the previous year, while exports fell 5 per cent. The Venezuelan govern-ment estimated its proven reserves of iron ore at 2hn tornes for 1900.

tonnes for 1990.

Venezuela is pushing to make enriched, pre-reduced iron ore briquettes for export. Sivensa, a Venezuelan steelmaker, opened a plant with capacity for making 660,000 tonnes of briquettes a year while Fior, a joint venture between the government and Sivensa, can produce up to

Sivensa, can produce up to

ism and US companies for the construction of joint-venture plants to produce iron ore hei-

The government has signed

400,000 tonnes a year.

quettes for export.

65,822 lots

8,663 lots

Total daily turnover 2,200 lots

(Prices supplied by Amelgameted Metal Trading)

High/Low AM Official Kerb close Open Interest

to government figures. Production in 1990 incres

exports of

duction based on diversified operators and to apply management to reducing costs and increasing productivity," said Mr Baltazar. In 1996 Endiama signed a

mining contract with Roan Selection Trust, a subsidiary of ITM International, to reopen operations at Cuango. A second mining contract was nego-with Sociedade Portuguesa de Emprendimentos — a hang-over from the old Portu-guese holdings in Dismang — to mine diamonds at Lucapa. to mine chamonds at Lucipa-Both are management con-tracts based on fixed costs with significant production bonus paid foreign Endiama is also operating a small mine itself.

small mine itself.

When the exclusive selling contract with the CSO expired in December 1985, the government decided to market its production independently. The biggest diamond dealers in Antwerp were invited to Luanda in 1986 to hid for the sunes and four were chosen to sell Angole's diamonds on comsell Angola's diamonds on com-mission. Endiama also entered mission. Endiama also entered joint vanture with Lazar Kaplan international to polish and sell about \$20m worth of sem diamonds extracted from the Cuango operation.

The Endiama worked well for Angola, partly because it was selling into a rising market and its independent diamond merchants asked for work lower markets asked for work lower markets asked

for much lower mark-ups than the 11 per cent demanded by

It was very good for us because it gave us the feeling of the value of our goods and how marketing works prop-erly. But it was only good for a

rising market and Angola has the potential to be a major prothe potential to be a major producer which could damage the market if it is not handled properly, said Mr Baltazar.

The current agreement with De Beers only covers the production of the Cuango area, duction of the Cuango area, about 30 per cent of Angola's total production. Endlams appears determined to market the remaining diamonds itself and is establishing its own selling company to open in Antishortly. Endlams is also opening an office in London with Angolan sorters and a

nower.

possie

-5-479

- -3

7.57

146

· Sint

101 (16)

24

ia~* 4c

1. 1. 美元

100

The Lat

不能 (無)

THE COUNTY OF THE CONTRACTOR

diam's

A the state of the media.

March

A Contract

ARTER CO. THE SERVICE STA

SEX 3

200

with Angolan sorters and a master sample of Angolan dis-The company is also negotiating to purchase a share in Diaisp, a state-owned Portuguese cutting and polishing

company.

The end of the war is crucial for the sector's further development. A consecure will save the estimated \$25m spent annually by Endiama on air transport; reopen previously inaccessible mining areas; allow much bet-ter policing to prevent the \$50m of diamonds amuggled to Zaire every year; bring \$30m-50m of production by Unita back channels; and, most importantly, allow a serious evaluation of the kim-bedite propagate

serious evaluation of the kimberlite prospects.

The kimberlite potential has not been explored fully but several pipes with high prospects have already been identified. Mr Baltazar is confident that development of kimberlite mining, at a probable cost of at \$15m and an estimated production of 3m-im carais a year, will go shead with De Beers within the next two to five years.

Drought to reduce Brazil soyabean crop

Chicago

By Victoria Griffith III Sac Paolo

A SEVERE drought will reduce the soyahean crop in Rio Grande do Sul, Brazil's southernmost state which for almost a third of the country's crop, by an estimated 51 per cent from last year.

The Brazilian Geographical and Statistical Institute (IBGE)

predicts a crop of 3.06m tonner for the state, down from a December forecast of 5.48m

The failure of soyabeans and other crops amounts to a \$719m (£406m) loss for the state's farmers, according to Mr Felix Azanbuja Contreira Rodrigues, agricultural analyst for the state, who based his calculation on current commodities prices.

Corn has also suffered from the drought, according to the IBGE, and the crop will be 28.6 per cent lower than last year. Heavy losses are also expec-

20.16

CRUINE OIL (Light) 42,000 US palls S/barrel

20,31 20,05 19,58 18,43 18,32

20,44 20,15 19,89 19,49 19,49

20.02 18.80 19.36 19.36

ted for black beans. Only the rice crop seems safe, due to-widespread irrigation. Last week, Brazil's Ministry of Economics announced a \$300m lending programme for agriculture, aimed at small producers of basic foods such as corn and rice.

According to the government, farmers will need less help this year as the drought will push up domestic prices.

However, Mr Azanbuja insists the drought has left farmers werse off than ever. "Maybe the corn growers will be able to recuperate same of their losses with a price hike," he said, "but soyabean prices, which depend on international production, are unlikely to rise enough to provide much of a cushion. vide much of a cushion.

"The money the government is offering farmers is hope-lessly inadequate."

5,000 by min; cents/00% bushel

MARKET REPORT Zinc prices firmed sharply on the LME during the late afternoon as the market shook free of resistance around the \$1,200 a tonne level and raced towards its next target of \$1,225 for three month metal. Traders said the market had been in marrow \$1,180 to \$1,200 range for a time and it was no surprise that once the range was broken it resulted in a sharp price movement. Lead eased again Overnight news that Doe Run had cut its primary metal output by 60,000 tonnes a year to combat oversupply initially helped to underpin prices, but its effect was shortlived. Analysts said the Doe

London Markets

| Crude oli (per berrei FOB) | | + or - |
|---|---|---|
| Dubni Brent Siend (dated) Brent Siend (May) W.T.I. (1 pm | \$18.45-6.60 \$18.75-8.80 | -0.15 ~178 |
| Oil products (NWE prompt delivery per to | onna CIF) | + or- |
| Premium Gesoline Ges Oil Heavy Fuel Off | \$228-230 \$176-177 \$69-71 | -1 |
| Naphtha Petrolount Argus Estimates | \$188-199 | +0.5 |
| Other | | + 07 - |
| Gold (per troy 02)4 Silver (per troy 02)4 Platinum (per troy 02) Palladium (per troy 02) | \$364,00 404,00c \$404,5 | +5.50 +2.0 +1.75 |
| Tin (New York) | 267a | -5 +1 -1 +0.04 |
| Cattle (live weight)† Sheep (dead weight)† Pigs (live weight)† | 108.85p 201.20p 84.76p | -0.47° -3.80° +0.21° |
| London daily sugar (raw) London daily sugar (white) Tate and Lyle export price | \$231.0t \$301,0t \$238.0 | +8.4 +2.7 +2.0 |
| Barley (English feed) Maize (US No. 3 yelighr) Wheat (US Cerk Northern) | £124 £176 £97 | +0.5 |
| Rubber (May)♥ Rubber (Jun)♥ Rubber (KL RSS No 1 Apr) | 51.25p 52.00p 225.5m | -0.75 -0.75 |
| Coconut oil (Philippines)5 Palm Oil (Maleysien)5 Copra (Philippines)5 Soyabsana (US) | \$330t \$325x \$227.5q £153 | + 15 |
| | Dubai Brant Stend (dated) Brant Stend (dated) Brant Stend (May) W.T.I. (1 pm self of products (NNE products (NNE prompt delivery per la Premium Gesoline Ges Oil Heavy Fuel Oil Naphtha Petroloure Argue Selfmates Other Gold (per tray de) Paladium (per tray de) The (Selfmate) (Per Broducer) Lead (US Producer) Mickel (free merhat) Yin (Kusla Lusper (rem) Mickel (free merhat) Yin (Kusla Lusper (Perine) Pigs (INe veright) Pigs (INe veright) Pigs (INe veright) Pigs (INe veright) Tate and Lys expert price Barley (English feed) Makre (US No. 3 yellow) Wheat (US Oerk Hormen) Rubber (Aun) PRubber (Aun) PRubber (Aun) PRUBPINES (Malaysish) Palm Oil (Malaysish) | Dubal Brent Sient (dated) \$14.80-4.70a Brent Sient (Meny) \$18.46-8.60 W.T.I. (1 pm \$10.46-8.00 W.T.I. (1 pm \$10.46-8.00 W.T.I. (1 pm \$20.16-0.30e W.T.I. (1 pm \$20 |

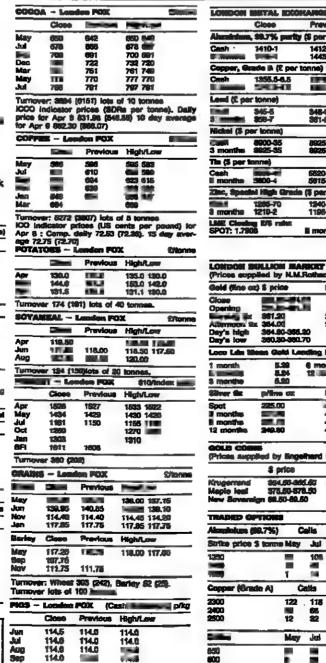
ç-çents/lib u-May. ≥week ago.

Run measure may help to curb rising lead stocks, a factor that would come into play when emand picked up. Cocoa prices recovered some of Monday's losses in both London and New York. London closed near the day's highs, boosted by industry price fixing purchases and profit taking on short positions. sald prices remain locked within a fairly narrow band, with underlying support from manufacturers and overhead selling interest from origins such

| | deal | er said shing a | | One New Yorket was "jui suters | |
|---|---|--|--------------------------------------|--|------|
| | BUQAR | - Land | on FOX | (5 per to | nne) |
| - | Flaw | Close | | High/Low | |
| Ξ | May Aug May | 204.00 205.00 203.60 202.40 190.40 201.40 | 205.00 213.00 207.49 203.80 | 204,60 202,40 208,60 205,00 207,00 200,00 203,00 | |
| _ | White the last of | Ciose | Previous | High/Low | |
| = | Oct Dec Mer May | 270.5 267.8 269.8 271.5 | 206.0 273.9 | 299.0 297.5 295.5 292.5 272.5 288.7 267.5 265.7 270.5 287.7 271.5 269.2 | |
| = | White 1 Paris- 1 | 081 (1844) White (FF | | ots of 30 tonnes e): May 1004, | |
| | | 1542. Off II | | Site | _ |
| | | | | | _ |
| - | | 18.83 18.30 | 18.28 | | _ |
| | May Jun Jul Aug Sep IPE Inde | 18.83 18.30 | 18.23 | 18.95 18.77 18.55 18.36 18.37 18.18 18.20 18.06 | _ |
| | May Jun Jul Aug Sep IPE Inde | 18.20 18.20 18.00 | 18.23 | 18.95 18.77 18.55 18.36 18.37 18.18 18.20 18.06 | red |
| | May Jun Jul Aug Sep IPE Inde | 18.65 18.00 18.00 18.00 18.00 18.00 | 18.23 | \$18.95 18.77 18.55 18.28 18.37 18.13 18.20 18.06 | red |
| | May Jun Jul Aug Sep IPE Inde | 18.00 18.00 18.00 18.00 18.00 18.00 18.00 18.00 | 18.28 18.65 | \$18.95 18.77 18.95 18.35 18.37 18.15 18.20 18.06 16.91 | red |

Turnover 7865 (5941) lots of 100 tonnes

| (Massyssen) 4 (LIS) " index (S4s Super) | \$227 Sq \$227 Sq \$183 63,90s \$42p | -1 +0.49 | JUTE April/May cand f Dundee ETC 5505, SWC SES, STD 9470, SWD \$485; c and f Antwers ETC 5465, SWC 5500, ETD \$400, SWD \$460. |
|--|--|-------------|--|
| entens otherwise. r-rimpolitika. | q-km/Jul i | -Apr/May | COTTON Liverpool-Spot and shipment sales for the week ending April 5 antounted to 155 tonnes against 194 tonnes in the previous week. Quiet trading persisted with interest shown in American and Soviet growths. |
| Aprilium. a-Min | r/Jun. filent | Commis- | |
| age futation phy | ices. * cherr | go from a | |
| Bullion eneric | sicel merint. | SOIF Ret- | |



SMAR PART ner: 65 (91) lats of 3,250 kg

153.07 152.00 152.00 152.00 152.00 152.00 152.00

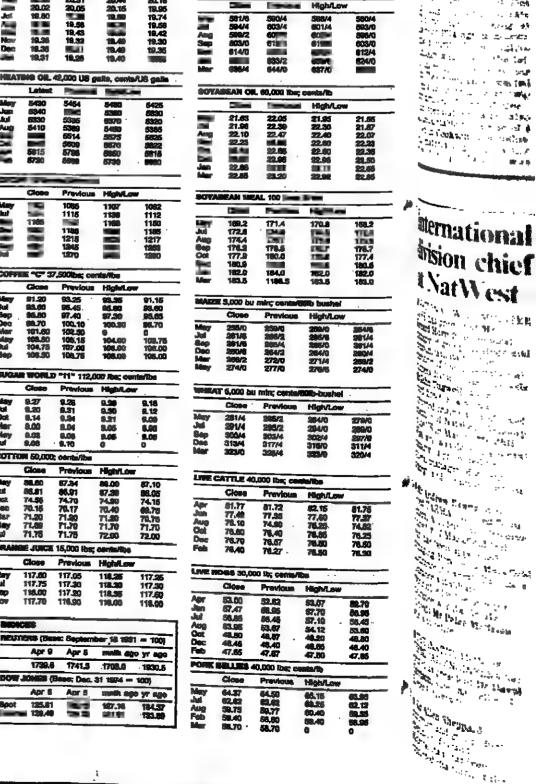
Çlass Prev. High

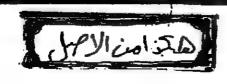
MCN1 - London FOX

| nerage | 3 | 346-6 356-7 | | 348-9 361-2 | | 347/8 361/3 | 46 66 |
|-------------------|---|---------------------|----------------------------|-----------------|-------------------------------|----------------|--------------|
| _ | Nickel (\$ p | er lonne | | | | | |
| | 3 months | 8900-35 8925-35 | Š | 8925- 8925- | 30 30 | 8960/ | 9900 |
| | The (5 per | lanne) | | | | | |
| | Cash Il months | 3000-4 | | 5520- 5515- | | 5515/ 6630/ | 5513 5600 |
| | Zinc, Spec | iel High | | (§ per | | | |
| | 3 months | 1205-70 1210-2 | | 1240- 1196- | 5 7 | 1225/ | 1196 |
| and) for | SPOT: 1.79 | 108 E/5 m | | ш топ | the: 1.7 | 100 | |
| C/tonne | | | | | | | |
| _ | (Prices ex | SULLIC pplied by | N MA | ROTHER | | | - |
| | Gold (fine | | | | equive | fort | _ |
| | Close | | 13 | | | | _ |
| Ž/torine | Operand # | z 361.2 Bz 364.0 | la . | | 02.807 04.621 | | |
| | Opening Alternoon Day's high Day's low | 364.6 | ni 10-365.2 10-360.7 | 20 1 | 104,59E1 | | |
| 98 | Loco Lain | Mont G | old Lee | ding F | | /= U05) | - |
| | 1 month | 5 | .20 .84 .20 | 6 mor | the. | 5.1 | 6 |
| 3 | 3 months | | | | | | - |
| | Silver de | p/line | _ | | 18 ch (| quiv | _ |
| | Spot If months | 225.0 | | - 7 | 05.95 | | |
| | li months 12 months | 249.5 | | - 4 | 12.20 26.15 | | |
| | GOLD CO | | Enne | | | _ | - |
| | (Prices se | | rice | | fetale) 2 equiv | -11 | - |
| /ionne | Krugerrand | | USD-365 | | 206.00-4 | | - |
| 5 | Maple leaf New Sove | 370 | .50-571 | .50 | 4.75-8 | | |
| 3 | TRAPED (| | _ | | | | - |
| 5 | Alempholum | | _ | عالم | _ | lufa. | - |
| | Sirike price | | | Jul | Apr | May | - |
| • | 1350 | | | 106 | 4 | 54 | - |
| | | | 1 | 14 | 40 | 81 118 | |
| - | Copper (Gr | ade A) | G | eite | \$ | wite | - |
| p/kg | 2300 | | 122 | . 118 | 6 | 44 86 | - |
| | 2400 2500 | | 12 | 55 32 | | 86 104 | |
| | | | May | Jul | May | Jul | - |
| | 650 600 | | | | 3 | 9. | |
| | 860 | | 1 | | 66 · | 90 92 | |
| | Cocce | | May | Jul | May | Jul | |
| | 800 850 | | 50 | 83 | | 8 | |
| Vol | 700 | | 12 1 | 46 22 | 12 51 | 19 45 | |
| 110 100 101 | Brank Cred | 0 | May | Jun | May | Jun | |
| 101 | 1800 1860 1900 | | | E0 | 1 | | - |
| = | 1900 | | | 報 | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |

| | | | Total de | ily turnove | r 9.895 |
|-------|------------|----------------------------|-------------------|----------------|----------------|
| A-100 | 12 | 80-6 | | | |
| /1196 | 120 | 04-6 | 1225-7 | 34/ | 122 iots |
| | 6 m | cuths: 1.7 | 508 | 2 000 | nike: 1. |
| | | | | | |
| _ | Ne | wY | ork | | |
| | | | | | |
| _ | GOLD | | oz.; S/tray | | |
| | Арг | Close | Previous 361.8 | High/Los | 302.8 |
| | Mary | 365.8 | | 0 | 3020 |
| | Aug | 367.2 370.2 | 364.0 | 300.2 | - |
| _ | Oct | 373.4 | 370.0 373.3 | 373.4 377.2 | 373.1 374.0 |
| 16 | | | 375.6 | 0 | 0 |
| м | | 300.5 | 383.5 | 0 | 0 |
| _ | | | | | |
| _ | PLATI | MANA SC Y | roy oz, \$/tr | OV CZ. | |
| | | Close | Previous | Highton | _ |
| | Apr | 405.0 | 401.2 | 405.6 | 402.5 |
| | 101 | 408.7 | 406.7 | | 406.0 |
| _ | Jen | 421.5 | 418.3 | 418.0 | 418.0 |
| _ | Apr Jul | 425.5 | 0 | - | =: |
| | | | | | |
| _ | | 5,000 tr | OV OZ | | |
| _ | = | | | - | |
| _ | Apr | 401.0 | - 306.D | 402.0 | 402.0 |
| _ | May | 403.2 | 397.5 399.9 | 405.5 0 | 401,0 0 |
| | 200 | 400.D | 402.3 | 410.0 415.6 | 412.0 |
| _ | 3 | 415.0 | 414.0 | 422.0 | 416.0 |
| _ | Mar | 427.5 | 416.3 421.5 | G 427.6 | 0 |
| | May | 432.0 | | 438.0 | 433.0 |
| | Jul | - | 431,9 | 0 | 0 |
| - | | | | | |
| _ | | | | ,000 lbe; or | nata (files |
| | 1901 | GLADE C | Previous | | andly age |
| _ | *** | 106,70 | 107.05 | 107.50 | 106.6 |
| _ | Apr | 100 | 107.60 | 108.20 | 1674 |
| | Jun Jul | 106.46 106.05 | 106.85 106.35 | 107.00 | |
| _ | Sap Sap | 100.05 | 105.80 | 106.75 | 105.0 |
| _ | USE | 104.60 | 104.70 | 0 | Q |
| _ | Nav Dae | 104,50 194,90 105,65 | 104.40 | 0 104.40 | 0 103.3 |
| | Jen Jen | 103.20 | 103.90 103.40 | | 9 |

| _ | | - LANGE | | | - |
|---|-----------------------------------|---|--|---|--|
| | May | 5430 5340 | 5454 5336 | 5480 | 6425 5830 6320 5385 |
| _ | Jun Jul | 6330 | 6000 | 5300 5370 | 5830 |
| | Aug Aug | 5410 | 5389 | 5400 | 5320 |
| | 200 | | 6514 | 5575 | 5525 5622 |
| 8 | 266 | 5815 | 5514 5609 | 8670 8660 | 3000 |
| - | | 8720 | 8/95 | (860) | 5815 |
| | _ | Orau | 0000 | PLAG | |
| - | - | | | | |
| 8 | | Clean | | | |
| = | _ | Close | Previous | High/Lo | <u> </u> |
| | May | | 1085 | 1107 | 1082 |
| | Jul | 1105 | 1115 | 1138 1168 | 1112 |
| | = | POL | 1185 | 1700 | 1100 |
| _ | | 100 | 1215 1245 | | 1180 1185 1217 1983 |
| _ | | | 1245 | | 1203 |
| _ | 300 | | 1970 | | 1200 |
| _ | COFF | | 5000 | | |
| | COFF | | ,500lbs; car | | |
| | | Cicse | Previous | High/Lo | |
| | May | 91.20 | 93.25 | 93.35 | 91.15 |
| | Jul Sep Dec | 95.00 | 95.45 | 05.00 | 98.60 95.65 |
| | Dec | | 100.40 | 97.30 100.30 | 96.70 |
| | 24 | 101.60 103.80 104.75 106.50 | 100.10 102.50 106.15 107.00 108.75 | | |
| | May Jul Bep | 108.80 | 106,15 | 104.00 105.00 105.00 | 109.75 106.00 106.00 |
| | | 104.75 | 107.00 | 105.00 | 108.00 |
| _ | cab | 100.30 | 1007.0 | 705.00 | 705.00 |
| | SUGI | - | *11" 172,0 | | |
| _ | | | | | LIES IDS |
| - | _ | Close | Previous | High/Lo | <u> </u> |
| | May | 9.27 | 9.28 | 9.26 | 9.18 |
| | Jul | 9.20 9.14 | 9.31 | 9.30 9.21 | B. 12 |
| | Mar | 9.00 | 9,24 | 8.21 | 9.09 |
| | Mer Mey Jul | 9.08 | 9.04 9.06 | 9.05 | 9.00 |
| | Jul | 9.06 | 9.10 | 0 | 0 |
| | COTT | DBI 50.000 | conts/lbs | | |
| - | | Close | | | |
| _ | - | | Previous | NightLos | |
| | May | 88.60 | 67.84 | 89.00 87.30 | 87.10 86.05 74.15 68.75 |
| • | Oct | 86.81 | 86.91 74.70 | 87.30 74.90 | 86.05 |
| | Dec | 74.56 70.15 | 70.17 | 77.40 | 74.10 |
| | Mar | 71.20 | 71.20 | 70.40 71.20 | 70.75 |
| | May | | | | 71.70 |
| | | 71.80 | 71.70 | 71,70 | 11.10 |
| | Oct. Dec Mar May Jul | 71,20 71,89 71,75 | 71.79 71.75 | 71,70 72,00 | 72.00 |
| | ORAN | 71,75 71,75 GE JUICE | | 71.70 72.00 | |
| | | Œ √VICE | 15,000 lbs; | 71,70 72,00 contails | 72.00 |
| | ORAN | Close JUICE | 15,000 lbs; Previous | 71,70 72,00 contailine High/Los | 72.00 |
| | ORAN | Close 117.60 | 15,000 lbs; Previous | 71,70 72,00 contactos High/Los 110,25 | 72.00 |
| | ORAN | Close 117.60 117.75 | 15,000 lbs; Previous 117,05 117,30 | 71,70 72,00 comm/tps High/Lon 110,25 170,20 | 72.00 117.25 117.30 |
| | | Close 117,80 117,75 118,00 | 15,000 lbs; Previous 717,05 117,30 117,20 | 71,70 72,00 comm/the High/Lon 110,25 178,20 | 72.00 117.25 117.30 |
| | May Jul Sop | Close 117.60 117.75 | 15,000 lbs; Previous 117,05 117,30 | 71,70 72,00 comm/tps High/Lon 110,25 170,20 | 72.00 |
| | May Jul Sep Nov | Close 117.80 117.75 118.00 117.70 | 15,000 lbs; Previous 717,05 117,30 117,20 | 71,70 72,00 comm/the High/Lon 110,25 178,20 | 72.00 117.25 117.30 |
| | May Jul Sep Nov | Close 117,80 117,75 118,00 117,76 | 15,000 lbs; Previous 117,05 117,30 117,20 116,90 | 71,70 72,00 contactos High/Lon 118,25 118,35 118,00 | 72.00 117.25 117.30 117.60 118.00 |
| | May Jul Sep Nov | Glose 117,60 117,75 118,00 117,70 117,70 | 15,000 lbs; Previous 117,05 117,30 117,20 117,90 | 71,70 72,00 centu/lips High/Los 118,25 118,35 118,00 her,18 183 | 72.00 117.25 117.30 117.60 118.00 |
| | May Jul Sep Nov | Close 117,80 117,75 118,00 117,76 | 15,000 lbs; Previous 117,05 117,30 117,20 117,90 | 71,70 72,00 centu/lips High/Los 118,25 118,35 118,00 her,18 183 | 72.00 117.25 117.30 117.60 118.00 |
| | May Jul Sep Nov | Glee JUICE Close 117.80 117.75 118.00 117.70 ICES 115705 (Bas Apr 9 | 15,000 lbs; Previous 117,05 117,30 117,20 117,90 116,90 Apr 8 | 71.70 72.00 centuritie High/Los 118.26 118.26 118.35 118.00 cer_18 183 malls 40 | 72.00 117.25 117.30 117.60 118.00 |
| | May Jul Sep Nov | Close 117.80 117.75 118.00 117.70 117.70 1000 Apr 9 1739.8 | 15,000 lbs; Previous 117.05 117.20 117.20 110.90 Espherob Apr 8 1741.5 | 71.70 72.00 certa/fips HightLos 118.26 118.26 118.26 118.00 mor 16 183 mails 4g | 72.00 117.25 117.30 117.60 118.00 1 = 100) 10 yr ago 1930.5 |
| | May Jul Sep Nov | GE JUICE Close 117.90 117.75 118.00 117.70 ICES Apr 9 1739.6 | 15,000 lbs; Previous 117.05 117.30 117.20 116.90 Mr. Septemb Apr 8 1741.3 Base; Dec. 3 | 71.70 72.00 certa/fips HightLos 118.26 118.26 118.26 118.00 mor 16 183 mails 4g | 72.00 117.25 117.30 117.60 118.00 |
| | May Jul Sep Nov | Close 117.80 117.75 118.00 117.70 117.70 1000 Apr 9 1739.8 | 15,000 lbs; Previous 117.05 117.20 117.20 110.90 Espherob Apr 8 1741.5 | 71.70 72.00 certa/fips HightLos 118.26 118.26 118.26 118.00 mor 16 183 mails 4g | 72.00 117.25 117.30 117.60 118.00 1 = 100 1 = 100 1 = 100 1830.5 |
| | May Jul Sep Nov | GE JUICE Close 117.60 117.75 118.00 117.70 117.70 ICES Apr 9 1739.6 JOHES (IN | 15,000 lbs; Previous 117.05 117.30 117.20 116.90 Mr. Septemb Apr 8 1741.3 Base; Dec. 3 | 71.70 71.70 72.70 72.70 00rths/fips Hightlen 118.25 118.25 118.35 119.00 00r 18 103 mail: ag 1708.0 81 1824 — mail: ag | 72.00 117.25 117.30 117.60 118.00 1 = 1003 10 yr ago 1930.5 100) |
| | ORAM Mary Jul Sep Nov | Close 117.00 117.75 118.00 117.75 118.00 117.70 ICES Apr 9 1739.8 (January March 1739.8 | 15,000 lbs; Previous 117.05 117.30 117.20 116.90 Mr. Septemb Apr 8 1741.3 Base; Dec. 3 | 71.70 71.70 72.00 00min/lips H8ph/Lon 118.25 118.25 118.35 118.40 1708.0 11 1924 | 72.00 117.25 117.30 117.60 118.00 1 = 100 1 = 100 1 = 100 1830.5 |
| | ORAM Mary Jul Sep Nov | GE JUICE Close 117.60 117.75 118.00 117.70 117.70 ICES Apr 9 1739.6 JOHES (IN | 15,000 lbs; Previous 117.05 117.30 117.20 116.90 Mr. Septemb Apr 8 1741.3 Base; Dec. 3 | 71.70 72.00 72.00 72.00 72.00 72.00 72.00 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 | 72.00 117.25 117.30 117.60 118.00 1 = 100) 10 yr ago 1830.5 100) |
| | ORAM Mary Jul Sep Nov | GE JUICE Close 117.60 117.75 118.00 117.70 117.70 ICES Apr 9 1739.6 JOHES (IN | 15,000 lbs; Previous 117.05 117.30 117.20 116.90 Mr. Septemb Apr 8 1741.3 Base; Dec. 3 | 71.70 72.00 72.00 72.00 72.00 72.00 72.00 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 | 72.00 117.25 117.30 117.60 118.00 1 = 100) 10 yr ago 1830.5 100) |
| | ORAM Mary Jul Sep Nov | GE JUICE Close 117.60 117.75 118.00 117.70 117.70 ICES Apr 9 1739.6 JOHES (IN | 15,000 lbs; Previous 117.05 117.30 117.20 116.90 Mr. Septemb Apr 8 1741.3 Base; Dec. 3 | 71.70 72.00 72.00 72.00 72.00 72.00 72.00 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 | 72.00 117.25 117.30 117.60 118.00 1 = 100) 10 yr ago 1830.5 100) |
| | ORAM Mary Jul Sep Nov | GE JUICE Close 117.60 117.75 118.00 117.70 117.70 ICES Apr 9 1739.6 JOHES (IN | 15,000 lbs; Previous 117.05 117.30 117.20 116.90 Mr. Septemb Apr 8 1741.3 Base; Dec. 3 | 71.70 72.00 72.00 72.00 72.00 72.00 72.00 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 118.20 | 72.00 117.25 117.30 117.60 118.00 1 = 100) 10 yr ago 1830.5 100) |
| | ORAM Mary Jul Sep Nov | GE JUICE Close 117.60 117.75 118.00 117.70 117.70 ICES Apr 9 1739.6 JOHES (IN | 15,000 lbs; Previous 117.05 117.30 117.20 116.90 Mr. Septemb Apr 8 1741.3 Base; Dec. 3 | 71.70 772.00 | 72.00 117.25 117.30 117.60 118.00 1 = 100) 10 yr ago 1830.5 100) |





LONDON STOCK EXCHANGE

orn state

THE THUM INTO MAKE

a dissipations edgestick into

tin uigiters a with Really ministers of it, its tumpers the second secon De abs Pente:

1 Distinging to set franchis Bertiefe Ciefe ment esselve with # ##Chatige t updateling a a second perlique octans

6. The march nature the periodically. The dealers in invited to to hid for the minima agranati (** Service and the service and th a sian distribut F. Cold State of with later noticed for perfect COM Gurth of introdiction -- 31 K -ter to proper to

ha dijateri Amenia, party of the budgette freden attent on developed to

5.72 C. E. ion that foolities Sec Section bill ships Hiel Commence of the Park ស្រាស់ ស្រាស vasin grant for a

ght to reduce il soyabeang

erap to the Strans & marri Bor antifitregang gen Green nageft an e, ton-gray bing and or of the foundation . The first than t of a store testable tout from . mount of 3.45 o

i definiçação y Smarts file 145 T STATE OF 1" m. ace itseffing Shape standard to be recorded to be seen to & a defried in er

to enthrose for the second of

400

19

- Marie

in the con-

4 [8 ...

Chicago Berg Top Valle and The Belg.

and mining compan

Lower close after a nervous session ow making any The second secon ANOTHER lackinstre session in UK equities saw share prices again lacking direction until near the close of business, when they were unsettled by a sell-off in stock index futures

The state of the s

172 TE

THE PIECE PROPERTY

A STATE OF THE PARTY OF THE PAR

Car deser promise

that the first time

1 大田田田 東 1 大田田田 東

1 1 1 17 1 JA

Was a table

1 2 4 4 5 TE

- 100

e für frag

STORES

and a disappointing opening on Wall Street. Market indices were affected by a heavy fall in Glaxo, the pharmaceutical group, as it took on a patent battle in the US in defence of Zantac, the world's best-selling drug, which provides about half of

Glaxo's annual sales. The June futures contract on the FT-SE Index was driven down, unusually, to a discount to its fair value premium which allows for dividend flows and carrying costs. Selling came very late in the day, said to be from Goldman Sacha, the large US securities

Account Dealing Dates Tiest Declings: Apr 2 Apr 15 Apr 29 Apr 25 May 17 May 7

Equities opened firmly behind Well Street's overnight rise of 22 Dow points, with the early gain of 7 points in the FT-SE index distorted because of the immediate setback in Glaxo, which represented about minus 4.5 on the index. The market soon topped off after the Footsle futures ran into sellers when the futures markets opened, and for the rest of the morning the market traded quietly and only modestly above overnight levels.

The gain was reversed when Wall Street opened the new session on a down tack and, with the Footsie future also discouraging, the final reading put the FT-SE Index a net 2.7 off at 2.527.2, just above the

day's low.
Seaq volume slipped to
507.4m shares from Monday's
595.7m. Although trading was uneventful across the broad range of the market, there was no shortage of special features. Several speculative bid reports emerged, among them hints that Hanson might be interested in Pilkington, the north of England glassmaker. of kngiand gisssmaker.

The selling of index futures had a cantinnary effect on the cash market, with some analysts suggesting that it indicated that marketmaking firms, major players in the futures, were no longer as anxional contents.

ious to buy stock and that both Wall Street and London were beginning to look overvalued. There were reports that lines of stock had been hawked around the market but found no takers. John Mowlem, the construction group, joined the rights issue list, calling for

The prospect of further rights issues in a market which has already taken board some 22bn of such calls this year is seen another reason for cause in the equity market.

However, the underlying firmness in sterling against the German D-Mark continued to buoy hopes that the next half-point cut in UK hase rates will come soon; but strategists agree that the next downward move in rates could be the last

form when it has no further good news on rates. Weakness in the US dollar left the dollar earning stocks

lower, including ICI and BAT Industries. Oil shares remained friendless as the market worried about Wall Street and the authook for crude all arices. Among domestic stocks. there were falls among the

brewers in late trading, and poor results from the property sector acted as a reminder of the damage wrought by the prolonged period of high inter-

est rates in the UK.

The final view, as traders
at the unimpressive performance the stock market since Monday and the start of the new tax year in the UK, was that investment sentiment appears to have turned more cautious for the near term.

FINANCIAL TIMES STOCK INDICES Since Compliation High Law Apr Apr Year Law 127.4 (9/1/35) \$5.88 (19/2) 85.43 85.65 85,47 25.56 94.77 94.70 85.98 94.73 94.72 94.84 94,84 (2/1) (28/11/47) (3/1/75) 1606.3 {1621} 2014.5 49.4 (5/4/91) (26/6/40) 1999.0 2014.5 2007.2 Ordinary Share & 127.0 734.7 43.5 (22/2) (15/2/83) (26/10/71) 179.7 2084.8 2545.3 988.9 (16/1) (5/4/81) (23/7/84) 2545.8 (5/4) FT-62 100 Same 936.62 1170.06 938.62 (16/1) (5/4/91) (16/1/91) PT-6E Eurotrack 200 (5/4)OCrd. Div. Yleid OEarning Yki %(fulf) OP/E Ratio(Net)(☆) 8.69 8.84 13.82 8.82 13.95 8.75 14.07 8.72 14,13 11,93 10,15 A FT-85 Comboch 300 25/10/90. 🖈 FE 12.45 48,558 59,407 1054.40 1793,75 30,782 67,276 811.6 831,4 62,934 1129,67 63,599 626,2 56,978 1197.13 66,911 601.8 SEAC Bargns 4.45pm Equity Turnover(Cm)† Equity Bargains† Sheres Traded (ml)† GILT EDOED ACTIVITY 38,774 Indices* Apr 8 Apr 5 Gilt Edged Ordinary Share ladex, Hearty changes Day's High 2008.7 Day's Low 1997.1 Open | 9 am 2006.1 10 am 2006.0 12 pm 2004.5 2 pm 2004.5 3 pm 2004.8 2004.0 2005.7 121.6 114.7 Bergeine 5-Day average 100.5 92.8 "SE Activity 1974, †Excluding Intra-market business & Oversess turnor Day's High 2539.0 Day's Low 2525.9 FT-SE 100, Hourly changes Open 9 am 10 am 11 am 12 pm 1 pm 2 pm 2536.0 2536.8 2535.4 2635.0 2536.0 2536.8 2536.8 London report and Day's Low 1184.20 FT-SE Surpirsok 200, hourly abanges Day's High 1188.81 latest Share Inde Tel. 0898 123001 Open 10 am 11 am 12 pm 1 pm 2 pm 3 pm 1165.37 TRADING VOLUME IN MAJOR STOCKS

Maxwell best of **Footsie**

MAXWELL Communication was the best penformer of the day among FT-SE 100 stocks in the wake of news of a prosecution over an alleged "bear raid" – when negative stories are spread after speculators have sold the stock short. Traders said there had been

several such raids on Maxwell in the past few months. There were also reports yesterday that some US brokers were again buying the stock, partly in response to the compartly in response to the com-pany's, chairman having bought the New York Daily News last month, and also in inticipation of the planned flo-tation of Mirror Group News-papers, controlled by Mr Rob-ert Maxwell.

Maxwell Communication peaked at 197p before coming to rest at 195p, up 10 on the day and the highest close since last July. Turnover came to 1.5m, busy for the stock.

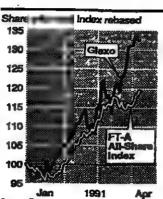
Rolls-Royce bounces A profits upgrading helped tolls-Royce shake off criticism

of the salary increases awarded to several directors and achieve one of the largest per-centage gains among the FT-SE stocks yesterday. It closed 6 higher at 174p on turnover of 5.1m shares, more than over of 5.1m shares, more than twice, the previous day's figure.

S.G. Warburg analyst Mr shore and so surplies, and said some shares higher that the US independent refiner in response to expectations that the construction group is manded formed when viewed sorting the first quartification to the city which, after a values were up because of a further period of uncertainty, marked Mowlem shares higher in response to expectations that the construction group is manded during the first quartification to the city which, after a value were up because of a further period of uncertainty, marked Mowlem shares higher in response to expectations that the construction group is manded formed when viewed sorting the first quartification.

against this year's strong recovery in the US dollar.
While fairly bearish on fundamentals for the near term, he is more positive about the future and has lifted his 1982 profits forecast by £20m to £205m — thus lining up with Hoare Govett, broker to Rolls-Royce. For this year, Mr Ellis has moved his estimate to £195m from £185m

£195m from £185m.
The re-emergence of stories that leading UK conglomerate BTR is once again looking at glass major Pilkington accompanied a burst of speculative enthusiasm which sent the latter's shares up to 201p at one point. They eventually reacted to end 4 up on balance at 196p after turnover of 5.8m shares.
Bid speculation was also held accountable for a rise of 4 to 1380 in Cookson, the indus-trial materials group. Once more the predator was



rumoured to be TI Group, marginally firmer at 540p. Victors was another beneficlary of takeover hopes. It was said that European traders were talking vaguely of a Continental car maker showing interest in Rolls-Royce Motors, the luxury car subaldiary of Vickers. The latter's stock gained 7 to 240.

gained 7 to 240p. Ultramar emerged as one of the best performers in the oil sector after Kleinwort Benson, the securities house, sharply upgraded its asset value for the

its estimate for Ultramar's net asset value from 400p to 474p.
Ultramar's Indonesian gas
businesses were said by Kleinwort to be worth some 234p a
share, and its North Sea busishare, and is not on our masses 112p a share. Kleinwort valued Ultramar's whole Callfornian operation, including the Wilmington refinery, at

Glazo's defence of patents on its higgest selling drug Zantac hit the shares a day late. The stock fell 50 in heavy trading before US buying late in the session left the price at 1078p for a net fall of 86 after turnover of 9.1m. Analys said the company is likely to face further challenges from

producers of generic pharmaceuticals, who will try to overturn a Zentac patent which expires in 2002 on the grounds that it is not sufficiently different from another version of the drug whose patent runs out in 1995.

The stockbroker increased

110p a share.

increase the ranway on its London City Airport. The shares closed 12 higher at 355p. Bass lost ground smid sug-gestions that institutional investors were being briefed by senior management with a gloomy view of UK brewing. The shares alipped 18 to 937p and the nil-peid lost 20 to 123p as the date for the rights issue

take-up approaches.
Vague bid talk helped Boddington climb 14 before ending a net 11 up at 168p. Among the possible predators mentioned were Wolverhampton & Dudley, which has a small stake in the company, and Marston. Wolverhampton eased 2 to 497p

to 342p, with turnover a respectable 1.4m. Hardy Oil & Gas attracted a flurry of strong support during the early afternoon after it confirmed a substantial gas/con-densate discovery in the 22/ 30c8 well in the North See, in which Hardy has a 20 per cent stake. Specialists said the dis-covery indicated a find of per-

haps 2 trillion (million million) cubic feet of gas, plus 100m to 150m barrels of oil. Steve Miller of NatWest Stockbrokers, the private cli-ent arm of NatWest Bank, said the find would add 50p to 100p to his estimate of Hardy's base

asset value of 200p.

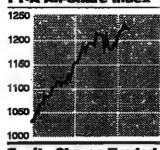
Hambres, the merchant bank, fell 9 to 274p amid suggestions that Baltica, the Danish group, had made initial moves to sell its near 14 per cent shareholding in the bank.

The £45.5m rights issue from low movements as no sur-John Mowlem came as no sur-prise to the City which, after a juried period of uncertainty, marked Mowlem shares higher in response to expectations

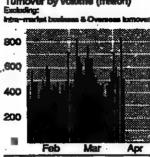
and Marston closed a penny firmer at 213p.

The high yield offered by stock of Erskine House, the office equipment distributor, began to draw investors yesterday. The company has had a troubled year and profits

expectations have been lowered. However, the market FT-A All-Share Index



Equity Shares Traded Turnover by volume (million)



hopes that Brakine has coped with difficult trading condi-tions, cutting both costs and debt, and that it will maintain the final dividend when it reports in June. The shares

Vinton, Willia, Missistrance III Asper, Gea., Arner, Intl., Lincoln Nati., Selliera, LESURE (S) Boossy & Hirotees, Castral ITV, Sootiels TV, Astroncial (S) All Leia. Abbay Panales. Dagarithem Molotra, IEEE/SAPERS (S) Brissel Rvs. Poet, Mesoveli Corpresa, Castra, PAPENS (S) Brissel Rvs. Poet, Mesoveli Corpresa, Castra, PAPENS (S) Brissel Rvs. Poet, Mesoveli Corpresa, Castra, Papenson, Witginson, Vingelson, Papenson, Witginson Fragma Appleton, PROPERTY (T) Assis, Satolis (T) Headinm, TRAMSPORT (T) CSC, Clarkson (P), Developprosp. See, Containers, TNT, Tisbell & Britan, Tisbook, See, Containers, TNT, Tisbell & Britan, Tisbook, See, Containers, TNT, Tisbell & Britan, Tisbook, See, Containers, TNT, Tisbell (Bibord Japan, Seitle, Do. 7po Prt., Belts (Global Em. Mate., Stolach Invs. Pg., Pt., Derby, Ozaytos Asia Wirnis, Durectin Wortchdote, Flenning Clawerhouse, Pianning Pidg, Futerum, Grayfarn, JF Fladg, Japon, Jaresey Phoesix, Jove Inv., M & G 2nd Deed, Medico Fund, Messaritine C & I, New Throgmorius, Pavellic Assats Wirnis, SPRAT 8,300-13.300 Cm Ptg, Stock, Nat. Stepped Pt, Blatt. Bornes, Goost, Hardy, Monamers, Misses (7) Ang. Am. Cost. Dragon, Gwesfe Cost., Indones, Wintscheele. rose 8 to 72p.
Wardle Storeys, the survival wartus someys, the survival equipment group, slipped hack on a warning that second-half trading would be as difficult as the first. Analysis reacted by shaving full year estimates, with Mr Charles Lambert of Smith New Court moving to 58.5m from 59m. The shortfall in mid-term profits was broadly in line with expecta-tions. The stock closed down 14 The electricity distribution issues were helped by a County

NatWest buy recommendation, South West advancing 7 to 1989 and Yorkshire 6 to 214p. The Package moved sheed 25

to £2005. Stanhope Properties declined 4% to 88p after first-half figures showed the comhalf figures showed the com-pany making a £3¢m loss, com-pared with a £20m profit last time. No dividend was paid, Reschangh, with which Stan-hope developed Broadgats in the City of London, lost 3 in sympathy to 70p. There was vague talk that either could be considering a rights offer. A full year loss of £14.8m from UK Land, compared with a profit of £5.6m previously.

a profit of £5.6m previously, took the shares down 37 before picking up to 115p for a drop on the day of 25.

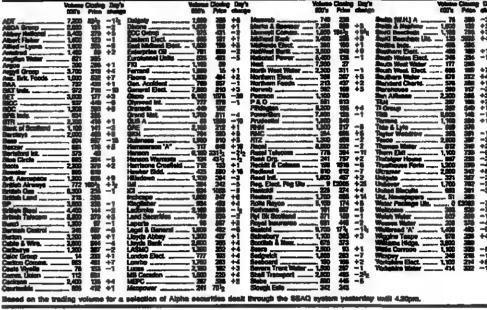
Traders had been particularly worried by the company's net asset valuation, halved to 369p a share. The best performer of the

day among properties was Hammerson, up 18 to 648p. The rise was exaggerated by the usual low level of trading in the stock.

Shandwick, the world's largest public relations group, nbed 7 to 106p after postir a 12 per cent increase in interim profits to £8.1m. The dividend was raised by one third to 1.18p and the board said it intended to "substantially increase" dividends in the future.

Other Market statistics, including the FT-Actuaries share index, Page 21

Over Fifteen Years



EQUITY FUTURES AND OPTIONS TRADING

ONCE again, the derivatives markets had an active day, with both futures and options trading suggesting changes of view in the underlying stock markst. The feature of the sesaion was a powerful self-off of the June future on the FT-SE Index by a large US house, which continued into afterours' business and left the June contract at a quotation of only 20 points ahead of the closing Footnie quotation, rep-resenting a discount of about 1

per cent to the fair value calculation of the contract. The futures were sold earlier in the day, specifically by one large seller at the 2,580 level, where 150 contracts were unloaded. Futures specialists commented that futures sell-ing indicated a more cautious view on equities, but stressed that most of the business is currently from the locals, or independent traders, in the ntures markets. In traded options, Monday's

activity in Glaxo was followe by similar turnover in Grand Metropolitan, said to he again by Stranss Turnbull. Some 4,000 contracts were crossed in Grand Metropolitan options, possibly as part of a tax-loss deal. Such deals are cheaper to operate in derivatives than in shares because of the saving of stamp daty.
The Euro-FTSE December

option contract was bought heavily by two leading UK

CANADIANS

LONDON SHATE SERVICE

BRITISH FUNDS-Contd AMERICANS -- Contd **BRITISH FUNDS** | The "Shorts" (Lives up to Five Years) 82 if Irea 10pc to "Q1 to 99 if 1 10.05 1 93 if Irea 10pc to "Q1 to 99 if 1 10.05 1 94 if 1 10pc 1 Five to Fifteen Years 224 Fremo SA 25. 21 Li Tennero SA 25. 22 Li Tennero SA 25. 23 Li Tennero SA 25. 24 Li Tennero SA 25. 25 Li Tennero **COMMONWEALTH & AFRICAN LOANS** 90 8412 Str Book 87-92 Asstd 90 -LOANS **Building Societies**

FOREIGN BONDS & RAILS

AMERICANS

1991
High Law
26.2 20% Ablact Laboratoried
26.3 20% Ablact Laboratoried
36.39 257 PMA legibery & W 16.
91.00 667 Mandabl 96.
22 25% Awer. Grammid 53.
21% 91 Maner. Express 606.
20 15% American 1. 6. 1. 8.
2034 32% American 51.
2230 1679 PMA lamanica Emphied
21.3 12.6 Mandamarka 51.8.
258 20 & Backeys N.Y. 51.
259 24% Bell Atlantic 51.
259 24% Bell Atlantic 51.
259 24% Bell State 16.
259 6.6 PME lithers Stat 53.
1500 10 100 Scowner bis.

NEW HIGHS AN NEW HIGHS (186). Shritish Public (11) Treas. Spc 2801, Treas. 800 1962, Treas. 84 pc 95-96, Treas. 2pc 1, 1968, Do. 24 pc 18. 2001, Do. 24 pc 18. 2008, Do. 24 pc 18. 2005, Do. 24 pc 18. 2008, Do. 24 pc 18. 2007, Do. 24 pc 18. 2008, Do. 24 pc 18. 2007, Do. 24 pc 18. 2008, Do. 24 pc 18. 2007, Do. 24 pc 18. 2008, Do. 24 pc 18. 2007, Do. 24 pc 18. 2008, Cymnardid, Gilleste, Marsil, Hanover, Pels. Time Warrer, CAMADIANE (1) Ectro Swy Mirces, Baskott (1) Banco de Santander, SERIMENS (2) Soddington, Devendelt (14%), WILL DEVECS (3) Arthred, Alfreched, Bost (14), Gleeson (14.1), Moviem (1), Sheffield Insulption, Chillier (14.1), Sp. 18. 2007, Vortailire, STDRIES (3) Alexander, Lapore, Vortailire, STDRIES (3) Alexander, Harrisone, Vortailire, STDRIES (3) Alexander, Harrisone, Vortailire, STDRIES (3) Alexander, Harrisone, Vortailire, STDRIES (4) Alexander, Harrisone, Vortailire, STDRIES (5) Alexander, Harrisone, (17) Std. Tolescone, Dollary, Do. 18 Plant, Harrison, Harrisone, Johnson 5 Firth, Moggill, Molles, Richards, Notock, Vagon Ind., PODOS (15) Anyyl, Auston 6 Firth, Moggill, Molles, Richards, Rotock, Vagon Ind., PODOS (15) Anyyl, Auston 6 Firth, Moggill, Molles, Richards, Rotock, Vagon Ind., PODOS (15) Anyyl, Auston 6 Firth, Moggill, Molles, Richards, Rotock, Vagon Ind., PODOS (15) Anyyl, Auston 6 Firth, Moggill, Molles, Richards, Rotock, Vagon Ind., PODOS (15) Anyyl, Auston 6 Firth, Moggill, Molles, Richards, Rotock, 18 July Pri., Neuton-Sha, Rotoc, 19 July Pri., Neuton-Sha, Rotoc, 19 July Pri., Neuton-Sha, Rotoc, 10 July Pri **APPOINTMENTS**

NEW HIGHS AND LOWS FOR 1991

International division chief at NatWest

MATIONAL WESTMINSTER BANK has promoted Mr Bernard Horn from general manager of group strategy and communications to chief executive of the international business division. He succeeds Mr John Tugwell, a main board director, who was appointed chairman and chief executive of NatWest Bancorp in the US in March. Mr Phil Wise, who was deputy general manager, is promoted to general manager of group strategy and communications.

Mr Andrew Evens, who joined TARMAC in 1982 from General Accident, and became a director of Markfield last year, has been appointed managing director of Markfield (Insurance Brokers), Tarmac's insurance subsidiary responsible for the group's insurance worldwide. He succeeds Mr Peter McBrien who is to retire.

 THE INSTITUTION OF CHEMICAL ENGINEERS has elected as president Dr David Harrison, vice chancellor of University.

■ Sir Allen Shepperd, chairman and group chief executive of Grand Metropolitan, has been appointed chairman of the international advisory board of THE BRITISH-AMERICAN CHAMBER OF COMMERCE.

E LUND HUMPHRIES has appointed Mr Graham Garred
as group managing director.
He was deputy managing
director. Mr Brian Tempest
becomes group sales director.
He was national sales director.
Mr Alex Miller and Mr Duncan Palfreyman have left the company.



Mr Nigel Conradi (pictured) has been appointed operations director and deputy chief director and deputy chief executive of NATIONWIDE ESTATE AGENTS. How was with the Scandinavian Bank Group, and had been managing director of Chesterium.

I JH MINET REINSURANCE BROKERS has appointed Mr

Norrie McConochie and Mr David Slom as divisional executive directors.

Indonesian Dismond, Nerris West, Western Areas, Winkesheak, ISSN LUTES (148, CAMADIANS (7) North West Gold, BANKS (9) Carlaman Hebra, HESC, STORES (1) Automagic, ELECTRICALS (1) Seres, ISSN LUTES (10, E) Among, Nursing, LESSUSSI (1) Cassivers, WESSPAPERS (1) Cardior (OC), PROPERTY (2) Bourne End, Stanforpe, OLIS (1) Cassic Res., MINUS (3) Stycoor, Europa Minurals, Hermony.

Mirs Jermy Hume and Mr Derek Ridout have been appointed directors of GERRARD VIVIAN GRAY, stockbroking subsidiary of Gerrard & National Holdings. Mrs Hume becomes finance

HILL SAMURL INVESTMENT
MANAGEMENT has appointed.
Mr John Whiddeit as head of UK unit trust management. He was head of the smaller companies unit .

 CASTELLINI UK, Nottingham, dental equipment maker, has appointed Mr Brien Whitby as director of commercial and marketing services. Mr John White has been promoted to director of technical services.

M SOCIETE GENERALE has appointed Mr Richard Wanless as northern regional manager, based in Manchester. He was head of corporate relationship banking, and succeeds Mr Peter Gaussian who is retiring.

Mr Peter Dodds has been

appointed managing director of UNIBANK. He was an executive director. EVANS OF LEEDS has appointed Mr Andreas F.

Evans as a director. m Mr Humphrey Wood has been appointed non-executive deputy chairman of VINTEN GROUP. He was a managing director of Consolidated Gold Fields, and is a director of Albrighton, and of Birse

Mr John Peet has been appointed managing partner of SHOOSMITHS & HARRISON, solicitors, Northampton, success Brian Dobinson. FRIENDS PROVIDENT has

(corporate business development), and Mr John Bounds as assistant general manager (marketing). Mr Bounds was group marketing manager at AMEV Group.



. Transita de la compania de la comp

appointed Mr Barry Kayes as assistant general manager

SEAT (UK), Crawley, has appointed Mr Robert A. Pollard (pictured) as sales and marketing director. He was with Ford Motor Company.

| | LONDON SHARE SERVICE | | |
|--|--|---|----------|
| Control | ELECTRICALS — Control | Tell | |
| 488 43984errystem Wee a | Condesting Con | 1 | |
| 260 2100 Core Cores 211 11 11 11 11 11 12 12 12 12 13 13 | Du Corri del 9150. 10. Corri del 9150. 10. Corri del 9150. 10. Corri del 10. 10. Corr | 100 65 Sistercom 120 62 11 Section Brown 120 62 11 Section Brown 120 62 11 Section Brown 120 62 120 62 14 16 Co. 6 12 12 Section Brown 120 62 | WINIT TO |

FINANCIAL TIMES WEDNESDAY APRIL 10 1991 **LONDON SHARE SERVICE** Latest Share Prices are available on FT Cityline. To obtain your fr Share Code Booklet ring the FT Cityline help desk == == **MOTORS, AIRCRAFT TRADES** PROPERTY - Contri INVESTMENT TRUST - Contd INVESTMENT TRUST - Contd MINES—Contd OIL AND GAS | 1972 | 1974 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 1975 | 470 +2 130 -0 140 -0 150 -0 150 +3 142 +3 142 +4 F8.810.9
15.26 5.8
15.26 5.8
13.0 0.6 110.4
12.82 5.8
1.0 0.6 110.4
12.82 5.8
1.0 0.6 110.4
12.82 5.8
1.0 0.6 110.4
12.83 5.3
12.84 5.3
12.84 5.3
12.84 5.3
13.84 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3
13.85 5.3 7 1/86-Girburyb Oli.
OC999-EFF UK 12-4 LL.
B 495-Enterprise Oli.
L687-3 Do. 10-4 pc 2013.
2 187-9-Veryween Rez. 1.
2 4-62. Ca. Lockbans Le.
2 4-62. Ca. Lockbans Le.
2 190-9-1915.
BDo. Warvages.
1297-1-1916.
1297-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1-1916.
1109-1 **NEWSPAPERS, PUBLISHERS** 100 -1 3.68 4.7 116.511.6
27 F38.01.12
78 F38.07.118.541.0
23 5.9 3.3 250.115.1
157 4.25 3.6 199.31/1
67 F2.7 5.2 50.31/3
157 4.25 3.6 199.31/1
68 5.9 5.9
137 4.5 5.9
138 71.00.11.3
171 4.0 11.3
172 4.0 4.3 21.6 36.2 2
184 -2 4.75 4.0 182.3 11.7
185 11. 29.64 517.8
11. 20.21 0.9 45.5 33.0
11. 20.21 0.9 45.5 33.0
11. 20.21 0.9 45.5 33.0 Ses Jo. Cap.

1891 ribane levess.

1431 ribay rust.

3500. Warrants.

133055C lev. 7st.

5602 ke & ke: 10p.

11600. 64 pc Cr. Pl.

28100 Cap. 1st.

1600 Cap. Indexed Ing.

1600 Cap. Indexed Ing.

1200 Weith led its 73 Sp.

478 Whithread Im.

1200 Weith led its 73 Sp.

478 Whithread Im.

1200 Weith Ing.

100 Warrants.

31 Worth ke 7st. 5p.

100 Yeoman inc 12 20. De. Warrants. First Tokyo bet50p. Fleming American. De. 7pc.Or.Ln. '99... 341 341 743 222 217 222 217 223 235 **PLANTATIONS** PAPER, PRINTING, ADVERTISING SHOES AND LEATHER 55 Anglo-East Plants. B 79 Bertam 10p. 34 Cost. Plants MSD. 5. 34 Costs Plants MSD. 5. 34 Costs Ripe Pits. MSD. 52 Hightands MSD. 69 Ksulis Kepone MSD. 50 Lendo Hidgs. 50 FINANCE, LAND, ETC 0.79 0.4 277.5124 6.4 3.9 25.3 0124 6.0 26.725.513 2.8 1.6 25.51 7.7 2.9 2.3 166.8 7.4 6.47 0.9 7.8 15.5 1.15 0.7 232.6 8.9 7.5 13.6 15.6 0.1 0.3 55.2131 0.1 0.3 55.2131 3.25 2.0 9.4 7.1 | Company | Comp 129 139 21 39 MINES 254 166 Durism Deep R. 178 270 148 East Rand Prp. R1 178 250 160 Randfort's Est. 20c. 26 25 Simpler & Jack 2c. 26 270 Volvey, Rand R1 270 1155 TEXTILES Far West

192 1158 hyung 25c.

800 570 Butfels RL.

146 92 Deciraal 20c.

391, 291, Doordontels 25c.

440 260 Elanderant Eld. 20c.

450 32 Endors RL.

311 245 Hartebest 10c.

451 351 Hospital 50c.

164 63 Sulfentels 50c.

165 1254, Naal Reefs 50c.

27 Ventersport 25c.

70 54 Westers area RL.

51 12 Westers Desp R2.

51 12 Westers Desp R2.

51 12 Westers Desp R2.

51 12 Westers Desp R2. | 1.0 | 1.2 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 TOBACCOS PROPERTY

| 100 | 788 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | | Central African | Africa Property
Sec. Chis Mines 2016 0.3

This service III available to compenser whose starts are regularly traded in the United Kingdom for a fet of £1.150 a pear for each security steam, subject to the Editor's discretion. Krander 25

AUSTRIALS (MISSEL) COM

INSUPANCES

and the state of t

| | | | | | MARAGED | ONDS SERVIC | and 34p der peak | | Sale Comp. Mad Stiler - or Violat Comm. Price Order Price - Siris | 4 |
|--|--|---|--|--|--|--|--|--|--|----------|
| | UNIT T | RUSTS Section Capital Section | Unit Tet (1005)F FCIA 406 071-256-448 5-1220 1220 1411-2-3563 5-1627 1418-7-256-156-7-56-7- | Commercial Un- 27 Namy Namy 27 Leth 27 Leth 28 U 29 U 20 U | ### Unit Managers Ltd (1,200M) ### Free, # Departure St, Louder ECCH 67/, ### Free, # Departure St, Louder ECCH 67/, #### Capital filed 5-1, 10:5-9; Mathematics 97, 40:8-13, 5 UK Capital filed 5-1, 10:5-9; Mathematics 97, 40:8-13, 5 UK Capital filed 5-1, 10:5-9; Mathematics 97, 40:8-13, 5 UK Capital filed 5-1, 10:5-20; Mathematics 97, 10:3-15 House St, 10:5-10:5-10:5-10:5-10:5-10:5-10:5-10:5- | Celevert Busse Unit Trests - Cental. Castal Creek Trests 160 02 48 02 72 36 - 0.02 100 Second Units of 15 70 38 70 38 70 87 - 64 50 00 Barta Assertant | Ind Leaters | Gold of Lines V 54, 102 ch 100 590s 22 Cl 1427 ch 100 600 (Accord Lines V 54, 125 58 22 55 75 75 75 24 17 75 17 18 18 18 18 18 18 18 18 18 18 18 18 18 | Emm Serie & Gordin 50 54 54 54 60 60 51 61 62 62 62 62 62 62 6 | |
| | 60 Holdenmys Air Ille High Janame American (Incane) American (Incane) Air Sor Force Het, 6 High Inc. Employ Horizon Company American Growth American Growth American Growth Assets & Earnings Capital Reserve Inc. 80 Landid Reserve | 113.5 113.5 120.4 40.4 95.5 00 (Mrs.m) 113.5 113.5 120.4 40.4 95.5 00 (Mrs.m) 127.6 (41.3 150.3 4-0.2 15.46 4) 129.5 120.5 2017.6 ed. 215.49 00 (Mrs.m) 129.5 120.5 2017.6 ed. 215.49 00 (Mrs.m) 120.5 120.5 120.6 -2.5 13 European Grands 126.7 180.6 192.1 -0.2 12.7 3 00 (Mrs.m) 126.7 180.6 192.1 4 0 10 10 10 10 10 10 10 10 10 10 10 10 1 | 0072 0071 130 130 130 130 130 130 130 130 130 13 | PT Cell | Services | General Science Scienc | 735 King Whikae St. FART 915 Aurerican Forenth. St. 1257 7 18.5 7 16.4 7 4.4 (0.0 5.4 4.4 (0.0 5.4 4.4 4.0 6.4 5.4 7.4 4.4 0.0 5.4 6.4 6.4 6.4 7.4 4.4 0.0 5.4 6.4 6.4 6.4 7.4 6.0 6.4 6.4 6.4 6.4 6.4 7.4 6.0 6.4 6.4 6.4 6.4 6.4 6.4 6.4 6.4 6.4 6.4 | Account United | Japan Grandi 51 181 1 197 1 39 0 2 9 1 3 1 3 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | |
| | Japan 6 Japan 7 Japan | 174.3 174.3 186.4 - C.4 2.46 - 4.17 Perrysonan III 187.2 187.0 187.0 187.4 - 4.1 - | Marsacris Htt 0444 41252/1448 C | Demistrant Unit Test Brogs Co. Ltd (1200)F White Hart VI, London Bridden. SEL 188. OT 70. 407 5996 Brobhams UT | Cutta Modes | 113 Sensins St. Exact St. 15 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | General 3 395.1 397.3 413.4 170.2 31 6.5 cm | ### O'seci Acc 13 400.6 5 54.7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | Schreder Unit 1 Flores LTV ALS Palatic Dig. DI 1-600 0444 Braher Dig. 071 400 0033 Palatic Dig. DI 1-600 0444 Braher Dig. 071 400 0033 Palatic Dig. DI 1-600 0444 Braher Dig. 071 400 0033 American V Occasion United V Dig. Dig. Dig. Dig. Dig. Dig. Dig. Dig. | |
| | Abrurest Manageury 10 Given Terrace, Ace- poor lar di strond 3-4 European decembre 3-4 European 3-5 Found inv Tst 405 5 Fund inv Tst 40 | ent L4d C2200M three App 101 0000 EX3000 Geneta Assertion 23 32 3 3 3 5 5 1 6 1 6 1 2 5 6 6 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 | (St. Migmt Ltd (1400)F In Se. Will O.R. 071-755-5322 11143.7 197-7930.6144.415 and pagest Co. Ltd (1200)H | The business of the second sec | UK & International \$6 186,13 86 31 72,171-0 410 30 40 40 40 40 40 40 4 | Brushmaik Her, 5 Agnorit St. FCA 2014 077.588.2800 Innerer | Lecron Verific - 5 307 6 306 4 329 0 - 1.07 2 3 10 K Sundille Cry 5 40 3 4 8 804 47 89 - 1 112 70 K Community Commun | PD Ster 124, 51/99 Steps Lane, Norwich Market Park 46, 91, 31, 91, 51, 97, 31, 97, 31, 93, 31, 91, 11, 11, 11, 11, 11, 11, 11, 11, 1 | Total Interest Tota | |
| | Japan Sare Sare Sare Sare Sare Congame Sare Sare Congame Sare Sare Sare Sare Sare Sare Sare Sar | 1626 1626 Foother 3 10.00 Foother 10.2 Footh | 1947 161 4 284 11 18 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | ingo for Leasing | HK Emaily | 2.1 every resists, Lawrence (C.D. 281) 1 201.01 - 374 07116 011 C lawrence (C.D. 281) 2 201.01 - 374 07116 07 | American Cap 9 125-2 125-2 133.1 07.1 1620 1620 1620 1620 1620 1620 1620 162 | Pearl Unit Trusts Ltd (1.000)* PB 800 500, Protection PE1 505 Seating 1000 00000 51 100 100 100 100 100 100 1 | Account Market V 2 3 5 7 7 3 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 | |
| | 94 Whitelades Hd. Brist Ire I Growth . 6 Hell Growth Acc 9 Managel terror inc 0 31 Algangel income Acc 0 31 CAlabo in Recey inc 5 | gent Lid Cl 4 (CZ 227793 74 Shepherd Bunk Gr 47 75 47 58 30 100 150 150 150 150 150 150 150 150 15 | 4 90.2 2.5 5 5.2 1.3 1.7 0 4 90.1 12 5.2 1.3 1.7 0 1 1.4 1.4 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 1.7 | temedin Umit Tst Manges Lind (1.400)H 5, Reuebson Tarrass, Ribbutanh 1913-1914 1914 Seefi | Supple A General Break . 6 (65.4 of 10 7 5 of 10.5 of | Natural Resources 6 71.77 71.77# 76 35 030 0 21 North America 6 93.57 93 57 99 54 0 26 36 | Do lacome 0. 0.25 0.25 0.30 1.00 0.75 0.75 0.75 0.75 0.75 0.75 0.75 0 | UK Spatier Co. 1 ac. 4, 40, 39 St., 49 St. 71 dt. 10 11 11 Permiter Error. 4 (50 57 50 72 54 17 dt. 10 11 11 Permiter Error. 5 (50 57 50 72 54 17 dt. 10 11 11 11 11 11 11 11 11 11 11 11 11 | Forcia Gelisti 9 5500 ID 5111450 ID 501 505 505 505 505 505 505 505 505 505 | : |
| | Gletri Scott P Felling 4 | 7.39 40.52 43.36-1223.00 CIS Unit Mannag 2.59 43.56 46.614.33.00 CIS Unit Mannag 41.2 94.31 94.11 40.82.00 CIS Unit Mannag 5. 38.45 44.16.23.27.00 UK memory 46.55 49.14 41.62.27.00 UK memory 5. 50.04 53.54.41.56.20 CS Fund Mannag 2. 56.46 04.74.47.27.40 IZ-High Hothers, LO | No. 2 (1960) F (1960) | sericary 586 82 66.82 92.25 -016 9984 9 -5 111.1 11.6 118.6 04 4 2.3 1 11.5 118.6 04 4 2.3 1 11.5 118.6 118.6 04 4 2.3 1 11.5 118.6 | Richal Asset Management (2200)F | males as anir our males con (Tabalia. | Marster Vis. 100.2 100.6 107.7 107.0 10.0 107.0 10.0 107.0 10.0 10 | European Gurin 34, 35 - 50 45, 48 44, 23 44, | 150 S. Vincorui S., Cottomor C.2 (2012) 40 17 25 41 25 1.2 25 25 25 25 25 25 25 25 25 25 25 25 25 | Å |
| | Accum tieris 4 | orritle Road, Loudon, W. 1982 081-902-8876 Advice: 071-837-6494 5cowth | 1915 1946 1619-0-112 82 8-4 2676 277 2870 0-112 82 8-4 2676 277 2870 0-112 82 8-4 2676 277 2870 0-112 82 8-4 2676 277 2870 0-112 82 8-4 2676 277 2870 0-112 82 8-4 2676 277 2870 0-112 82 8-4 2676 277 84 8-4 | the Bassi Chatterium (153 7.0) (2042 977 45) (Eathered Fine 4 94 93 96.07 102 2 -0 1.0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 771-378 7979 R Propriete Inc. 54 74 32 75 09 30 31 of 17 C 1 | De (Accessed 5 86.50 86.50 91.06 - 929.0.01 Pacelle Saster 6 159.40 161 1 1 1 1 1 4 40 0 17 | German thiris | 1 Write Hart Vard, Louise SE 1 DOT | Init busines | • |
| | Pin & Promety Pin & Promety Get Visid Get Visi | 703 4 5 7 7 7 8 9 100 100 100 100 100 100 100 100 100 1 | 10 10 10 10 10 10 10 10 | noral C., Kroff Rim, Projumon, 886 QLA 6467 70538 6 and Fratt | Aint Mae, 77 Marsell St., London E.1 8AF 077-488 1212 mail Co's. 54 69 52 71.95 76 54 5 58 midge bookers 5214 67 218 46 232 40 6 77 | Do (Account) \$279.23 MS 70.22.30 1-10 (40.22.3) WK Equity Govin \$10.50 10.50 11.37 m - 2.30 6.7 WK Equity Int \$195.21 98.21 182.40 (40.10.4) WK Growth \$170.77 72.45 7 67 71 48 12 25 Do (Account) \$778.10 77 94 84.15 1.461 25 Worldwide Govin \$22.20 27.80 27.30 27.30 12.70 12.70 Do (Account) \$10.25 95 27.50 27.50 27.10 27 Do (Account) \$10.25 95 27.50 | Income | Walterda He, 23 Walterda EDN 84.0 000 202449. Alterican Hoome 5 16.0 25 6.9 to 8 4 794 4 74 8 12 Date & Gill. 25 6.9 to 8 4 794 4 74 8 12 Date & Gill. 25 12 5 7 16.7 112 4 4 10 11 37 Earn Gerif & Let. 5 12.0 12.0 15 5 47 10 42 10 6 Edua Hrome 5 12.9 5 12.9 5 13 18 12 14 12 10 6 Edua Hrome 5 12.9 5 12.9 5 13 18 14 14 14 10 6 11 Far Cast 400 10 12 12 12 12 12 14 14 14 14 14 14 14 14 14 14 14 14 14 | Scottish Life Investments (1200)# 1951 Andrew St. (Indiange) | * |
| | Access United | 27 70 Gad 74.72 00.1314.25 54 50.48 53 70 140556.08 (Accum United 20 30 56.36 57 95 140656.08 (Accum United 20 Tyts PLC (1600)F James Capel Uni | 22 40 22 40 27 10 4 40 2 67 7 2 4 4 1 2 4 | rity & Law Hee, Comparation St., Coverty (2013 553273). G. Crowth Acc | refred American 5 104 6 105 8 121 4 0 70 0 27 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | | Marti Auerica: . 6 197.85 60 67 64 56 1 2 197.87 70 a sential, units mill be insent at bid price. MIM Britannia Unit Tst Mgrs Ltd (1880)F 11 December Square, Landon, EC216 478 077.46% 3434 https://doi.org/10.1073/37.108 | 1 Services the Sq. 32 represe ME L4 1XX OLT General 6.5 70 43 73 46 53 International 6.6 39 67 16st 73 57 GIRF 6.2 51 24 28 25 03 | 100 St. Vennos St. Garman GC Selli (A1, 244,518) UK Essely man 54, 527, 7, 229, 6, 243, 8 2004, 10 UK Essely man 54, 527, 7, 229, 6, 243, 8 2004, 10 100 Selling man 54, 124, 124, 124, 124, 124, 124, 124, 12 | |
| | American Income 5 32 High Income 5 36 Equity Income 5 20 High Yield 5 21 | Dealing D793 6-10046 77 100, 7x 2013, 0 -223 3 0 -225 0.0046 9.7 310, 7x 2013, 0 -223 3 0 -224 0.0046 9.7 310, 7x 2013, 0 -223 -224 0.0046 9.7 310, 7x 2013, 0 -223 -224 0.0046 9.7 310, 7x 2013, 0 -223 -224 0.0046 9.7 9.7 9.7 9.7 9.7 9.7 9.7 9.7 9.7 9.7 22, 7 34.47 -0, 114 811 416 9.7 9.8 9.7 9.8 9.7 9.7 9.7 9.7 9.8 9.7 9.7 9.7 9.7 9.7 9.8 9.7 9.7 9.7 9.7 9.8 9.7 9.7 9.7 9.7 9.8 9.7 9.7 9.7 9.8 9.7 9.7 9.7 9.8 9.7 9.7 9.7 9.8 9.7 9.7 9.8 9.7 9.7 9.8 9.7 9.7 9.8 9.7 9.7 9.8 9.7 9.7 9.8 9.7 9.7 9.8 9.7 9.8 9.7 9.7 9.8 9.7 | 39.4.2 1.07.8 65.10 88.64 1.07.4 | Catheriari Yard, Easter ED. 1185 0392 412144 60 of the Tists 51 24.24 24.95 22 61.16 16.08 11.38 in income 51 44.84 50 16 16.08 11.38 in income 51 46.84 50 16 16.08 11.38 in income 51 46.84 50 16 16.08 11.38 in income 51 46.84 50 16 16.08 11.38 in income 51 51 16.51 16.08 11.38 in income 51 51 16.51 16.08 11.38 in income 51 51 16.51 16.08 11.38 in income 51 51 16.08 11.38 in income 51 51 16.08 11.38 in income 51 61.08 in income | All of June 1997 1993 1993 1993 1993 1993 1993 1993 | Convending | Access United: | European Acc | De Actuert | . |
| | Japan | 11 241 254 3 Amet Value 4 4 2 241 2 251 3 3 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 | 29 05 29.05 31.06 -02111.75 Series 22.57 22.84 24.42 10.65 0.08 Far 23.97 23.94 24.24 10.65 0.08 Far 23.97 23.97 25.43 14.25 23.1 | For PS Investment for Britanese Life Unit Mappy andly Investment III. Ltd (1000)F gravion IV. Technore St. B. 0273 220 E. 1019 acet 17 149 52 2 1 15 03 11 11 11 11 11 11 11 11 11 11 11 11 11 | Moorety 6 278.9 278.9 298.4 -0.02 1 1 1 1 278.9 278.3 308.5 1 1 1 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | General (700-1) 5 (48 11 48 20 51 001-0.14 re thoran tensi v30-11 5117.02 117.1 127.9 -0.4 174 Gitt Income 517.02 117.1 127.9 -0.4 174 Gitt Income 517.4 1 57 50 60 40 +0 19.78 (Accom. United 512.5 122.4 128.4 00 19.78 Gold 51376 1380 53.7 -0.13 06 | | Home Rome Act | | |
| The state of the s | Arbettone Garth Inc. Shall Do Arcean 514 Arbettone Grey in East 14 Arbettone Grey in East 14 Arbettone Grey in East 15 August 16 August | ECRY 70M 071-500 3838 Sel fills American 6 18 19.25 10.0 9 | 59.90 59.80 4 515.51.0 | 72 Eard 1999 - 34 3,529 3.5 77 38 67 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | thal Manuscripte: 517 28.24 28 74 30 421-0.1 [2.87 third Mahalap Am. 517 [2.84 28 44 38 681-0 12.87 tambrid General Fund Migrs Lin (1.000)Finis, 5 Rayleigh Rd, Hutton, Brestmand, Exercise Warries (27.7 27.30) Dealing (27.7 590)30 opening Share 5160.27 41.43 65 181-0.2 [3.19 third Remails 574.06 74 764 79 321-0.58 66 | Pensint to | RU, Trepts. Nelszar Gift, & Fl 2867 05 67.05ai 68.85 keptile III Europea Res | PM Incorp. 6 co. 5592 17 98.174 104.4 6.51 97 PM IND Ares (th. 55.65 45.46 62.27 0.36.059 A PM Enropeon Gib. 5 56.54 62.54 62.27 0.36.059 A PM Enropeon Gib. 9 57.37 57.37M 61.03 4271 76 97 M Japa 64.5 57 57 37 74.7 M 1731 4.67 57 PM Decreas Gib. 5 74.3 74.7 M 1731 4.67 58 PM Decreas Gib. 5 50.60 50.00 53 62.50 50.0 50 73 62.50 PM Decreas Gib. 5 50.60 50 60.00 53 62.50 50.00 50 62.50 73 62.50 M 1831 | temper Eadem Fund Mingt Led (1200)F dwis: 5 Rayleigh Rd, Hubban, Brentwood, Essen majaries: 0277 227300 Dealeric 0277 261010 extor Recurery 5195 12 96.77 1891 6140 316 99 | |
| The state of the part of the p | B. & C. E. Umit. Trust Mason Royal, Cravley RM. B. & C. O'Pers Science | Mingarrt Lad (1000H) Mingarrt Lad (1000H) Apple 2003 2001L Apple 2004H Apple | Managers Ltd (1000)F (25 m), Keet 883 4PN 081, 663 3030 (25 m), Keet 883 4PN 081, 663 3030 (25 m), Keet 883 4PN 081, 663 20 682 482 482 482 482 482 482 482 482 482 4 | 22 | restrice 3271 227700 **Transport | Dealing G277 26181.0. Ing. c 993 2444.11 Ing. locawer = 3 252.4 246 8at 281.7 90 5.9 5.5 Account United F = 5 412.8 416.8 4453.4 04.86 5.3 Account United F = 5 42.8 416.8 4453.4 04.86 5.3 Account United F = 5 306.7 371.6 995.3 90.24 1.9 Account United F = 5 306.7 371.6 995.3 90.24 1.9 Account United F = 5 306.7 371.6 995.3 90.24 1.9 Account United F = 5 306.7 371.6 995.3 90.24 1.9 Account United F = 5 306.7 371.6 995.3 90.24 1.9 Account United F = 5 306.7 371.6 995.3 90.24 1.9 Bardle San Fell F = 5 10 11 1.9 1.9 1.9 1.9 1.9 1.9 1.9 1.9 1.9 | Morgan Grantfell Unit TSt Migra Ltd (1.000) 20 Factory Gran, Lyndon Et2N 1117 20 Factory Gran, Lyndon Et2N 117 20 Factory Gran, Lyndon 134, 3 Lyndon Et2N 127 20 Factory Grantfell 134, 3 Lyndon 137 20 Factory Grantfell 134, 3 Lyn | Helbern Trust | 1 New Street, Bishooparie Line 102 4NR 071-52 1 | |
| The state of the s | Bit Livering V 2 3 3 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 | 19 124 9 127 9 12 12 12 12 12 12 12 12 12 12 12 12 12 | ## 10 64 End 64 11 11 16 50 50 50 50 50 50 50 50 50 50 50 50 50 | man | Corne I (1982) 54, 200 14 200 144222 42 1-0 17 (2-41) corne I (1982) 54, 200 14 200 144222 42 1-0 17 (2-41) corne I (1982) 54, 1079 55 309 564339 88 1-0 25 (2-4) 51 00 corne & Areass 54, 153.0 1.53 0at 163.72 4.0 46 5-10 corne & Friday 54, 100 40 50 04 53.42 10 23 (3.11) corne & Gorda 54, 100 4.0 50 04 53.42 10 23 (3.11) corne & Gorda 54, 100 4.0 50 04 4.0 527 20 -0.35 6.0 0 db hamater 54, 100 4.0 50 04 4.0 527 20 -0.35 6.0 0 db hamater 54, 100 4.0 50 04 4.0 527 20 -0.35 6.0 0 db hamater 54, 100 4.0 50 04 4.0 527 20 -0.35 6.0 0 db hamater 54, 100 4.0 50 04 1.0 50 04 | Schooling Vol. Schooling Vol. 200 Sept. 1953 1 Sept. 1953 | Sent Note: 5, 100.2 100.3 100.3 100.2 1271 Senting Morriery Unit Mayer Left 120.0 10.2 10.2 10.2 10.2 10.2 10.2 10. | Hottom Spec Sta - 6 82.7 E. 7 7 89.60 - 0.91 1 49 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | S W Magnem 5 96 96 96 84 103 7 216 orwardigar Unit T this Mayor Ltd (1000)F 226 orwardigar Unit T this Mayor Ltd (1000)F 200 2298422 std. 1000 1000 1000 1000 1000 1000 1000 10 | ø |
| Secretary of the control of the cont | Entrat Egoty Gents 500. Barclays Unicourt Little Unicourt Hos, 252 Romitord Unicourt State 516, 181, 183, 183, 183, 183, 183, 183, 183 | 45 51 65 45 151 15 15 15 15 15 15 15 15 15 15 15 1 | Lendar ECZ 68R 1372 412144 19 6 7 19 7 20 36 10 00 Unit Tist Mays Ltd (1200 ST 600 000000000000000000000000000000000 | To the second of | 200 (197-00) 47.60 SE01-017 10.77 breathers 51 6.19 64.19 65.51 10.77 both for 5.4 10.5 10.77 both for 5.4 10.5 10.77 both for 5.4 10.9 2.10 2.74 15.2 2 repeat 10.9 2.10 2.10 2.10 2.10 2.10 2.10 2.10 2.10 | Marks & Spencer Unit Trest Ltd (1200); PC Box 410, Chester X, Cry9 905, 0244 660006 F M & Sim Platin | ionity browner 5 (8), 72 (8), 72 (8), 72 (8), 93 (| ## Rock Asset Magnet (Unit Trent) Ltd (0905) Part View Home, Frost Syres, Bentage Revication specific programmer Revication sp | Section 2 - 1 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - | |
| Statistics of the State of the | Do Gereary Acc. Do Gill 6. F all less Do Growth Acc. Do lecourse active Do lecourse active Do lecourse active Do lead became 5% 5% 5% Do lead became 5% 5% 5% Do lead became 5% 5% 5% Do lead 6 feet hat 5% 5% 5% Do Jan 6 feet hat 5% 5% 5% Do Lead 6 feet hat 6% Do Lead | 70 27 0 25 0 15 0 16 2 5 0 16 2 16 2 16 2 16 2 16 2 16 2 16 2 16 | 22.60 22.60 27.50 100 16 10 20 20 20 20 20 20 20 20 20 20 20 20 20 | and United 5 2 2 2 5 2 5 2 5 0 0 0 An art United 5 2 2 5 5 2 5 0 0 0 An art United 5 2 5 5 0 0 An art United 5 2 5 0 0 0 An art United 5 1 1 7 3 8 8 An art United 5 1 1 7 5 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | som if mits and some in the source of the so | Derives 54/92.87 94 17 99.96/-0245.60 V Appen | mentance | Improved 66 35 67 44 4 | | |
| Extract F 1 10 Act of 10 A | Do Unis Tech Int. 34, 52, 52, 50 Wirefealds 91, 122 B 151 law 97 Acc. 34 77 B 151 law 97 Acc. 34 77 B 251 law 97 Acc. 35 Acc. | For 12 2 3 54, 79 - 32 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 98.60 98.60 62.34.40.65.36 06c 91.56 98.50 62.72-005.28 5ma 91.57 63.57 65.72-005.28 06c 95.52 65.50 60.15 60.65 63 63c 91.36 63.36 65.11 60.65 63 63c 22.77 75.77 15.80 60.01.21 63c 22.77 75.77 15.80 60.01.21 63c | inn traits | Security 5 223.04 1 | Compiled with the assistance of INITIAL CHARGE Charge made on sain of state. Used in determination and administration criefs, actualing contraction paid to instrumentally. The charge is included in the paice of units. OFFER PRICE: Also eather lease pairs. The | Lautro SS MISTORIC PRICERS: The letter H decretor but the murages set normally deal on the price at on the most second valuation. The price stores we like heats available before publications and may all be that carrent dealing levels because of on | America | Archivago Lett Lav Mages Ltd (1200)F own 5 Rayleigh 94, Natives. Breatmoot. Exemple subject 0277 22730 market 0277 22730 m Affiliance Unit Tst Magest Ltd (1200)F a Alliance House, Horsisten oldy John St. (1200)F a House House House House House House House a House House House House House House House a House House House House House House House House a House House House House House House House House House a House House a House Ho | , |
| With December 2007 For the Conference of the Con | German Growth 5-5 55 Global Stead 5 55 Global Stead 5 79 Japan Growth 5 128 Japan Growth 5 128 Portfolio 2 94 H. Growth 5 55 UK Sauther Cos 5 48 John Manuter 6 5 52 Gell Comed Stead Min | 42 845 2 79.79 LS 41 CO Access | 0.307 D. | seeds Prevident Unit Transb (1000)F See See | Cressing Gry 1 25 mm 1 2000 1 2000 1 2000 1 2000 1 2000 1 2000 1 2000 1 2000 1 2000 1 2000 1 2000 1 2000 1 2000 | BED PRICE: Also called reducipation price. This price at which calls are such back by investors. CANCELLATION PRICE: The printings recomplished price. The materiage expend believed in the other and hist prices is delegratined by a futurate that down by the posteriors to practice, stock east basis remarked as goods as much manufact either the posteriors. In practice, stock east basis remarked in some price. However, the hid price adjult the manufact in the capacitation price by the parameter at any time, study in referenteemers, in which them is | create pricing case. I no protegoes must deal at a browned pricing necessary time provided by the pricing of the pricing of the pricing of the managem deaf of the pricing to be set on the set of beauties and the pricing of the pric | High fac Account \$ 150.4 151.5 151.5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | #15 Leave 42.5.1 74.70.31 75.51 | |
| Signature of the state of the s | Bleboortonie Description | 75 and 420.001. 114 Equity breade | 65.59 Stew | 4,005 30 107 36 31,7 37 3 730 75 | | TIME: The time store include the familiary is a super course or include the familiary is a super course in the familiary is a super course in the familiary is a superior course of the unit treats of the symbol absorption the indicated any the symbol absorption the indicated and treat name. | persons can be appeared to a comity been lived | Save & Prosper Group (0900) 10 - 180 F 180 F | Protector Acc 56 34 16 36 36 37 37 14 14 17 27 | |

FINANCIAL TIMES WEDNESDAY APRIL 10

FT MANAGED FUNDS SERVICE

Current Unit Trust prices are available on FT Cityline. Calls charged at 40p per minute peal and 34p off peak, im: MAT. To obtain your free Unit Trust Code Booldet ring (071) 925-2126

ETPNESDAY APRIL in 1991

cer drug Section of the little of the section of the section

Services of the first services of the many services Apriles one of the least that the constant the constant that the constant three terms and We find the first three cours and in the first three cours are in the first three cours for the first three courses the first three courses the first three courses the first three courses t Control of the state of the control the control of the co Iya. Figures 1 the the public of the game

the state of the section of the sect

Change to these state Sta

market was the total

rains in make the building

A LEWEST

out the of the

200

1000

to the Laborator

The same and

1 W 200 The state of the s d Hawkes es 32% gain

1210

This

Atti

tid as

AME STATE

6-29-55

20° 30°

Town Low

44 機能化

graphic time

A Company of the comp Computer at is

Carpe Price Price Price CA Unit Test Man Ce Lisi (1200) Friend Roston, Brestmont Experiment Carpet C Margan Grenfull Unit Treat Managers Ltd | Table | Tabl 311 -01 32 -01 32 -01 32 -01 334 -01 334 -02 333 -02 Marray Johnstone UT Mingret
Marray Evenyt Finds
Anne Expr Air 3. 40 09 51.05
Anne Expr Air 3. 40 09 52.05
Find In Finds Air 4. 40 09 52.05
June Expr Air 3. 40 09 67.55
June Expr Air 3. 40 09 67.55
SE Alie Expr Air 3. 69.93
SE | Company | Comp 023-220 9000 167A 17L3 | Mercary Life Assurance Ca List | 33 King William St. Landon EDR 948 | Perticular | 325 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61 186.2 196.4 196.7 196.7 196.8 196.0 196.0 1193.0 1193.0 210.8 223 元1 Hearts of Oak Insurance Group
34 (Journal, Ludon WCIR Aff
1605 Frey Fast 14.6 44.0
1005 Frey Fast 15.6 44.0
1005 Frey Ham Fant 15.6 44.0
1005 App Nise Frest 15.6 44.7
1005 App Nise Frest 15.7 54.0
1005 App Nise Frest 15.7 54.0
1005 App Nise Frest 15.7 54.0 Target Trust Manyrs Ltd (1600)
The Declarys, 6: High St., Arlestory,
Target Trust Manyrs Ltd (1600)
The Declarys, 6: High St., Arlestory,
The Control of the Advantances F S.
Ballangel F d.
Defressive F d.
Sentere F d.

Sintere F d.

DEF Englist F d.

Sintere F d.

DEF Englist F d.

Part Interval F d.

Part Interval F d.

Part Englist F d.

Part Secure

Part VE Englist

Pen Intervalianal

Pen Monry Market.

Pend Farances. | Breathy 6, Lave | American | State | American | Breathy 6, Lave | American | Breathy #33 901072224 901072224 901072224 901072224 90107224 90107224 9010724 9010 121.7 109 6 90.2 112.3 118.4 111.9 108.0 Therefore Units | Led | A.24 |
| Haming Design | A.24 |
| House Revenues | A.24 |
| Touche Revenues | A.24 | 131 442 447 447 H | Prince Bit. | 22.4 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | 22.7 | Landon Indexonity & Est. 18-20 The Ferbery, Specifics Meany Report Apr 4 136.2 Mile Fey Mile Apr 8 136.8 1232 Section 2 STATE OF THE PARTY **INSURANCES** Abbay Life Assertance Co List 90 Holdenbert Reed, Sourcescooth Pros. Ser. 1 254, 9 281, 2 Entiry Ser. 1 253, 1 21, 2 Pros. Acc. Ser 2 457, 1 466, 2 Southy Ser. 2 159, 9 168, 4 Extra fencione | 187 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 11-439547A Cherical Medical Minament 7
15 St. James 2 Sq. London SWIY 410
15 St. James 2 Sq. London SWIY 410
16 Medical 449 7
16 Medical Black Horse Life Ass. Co Ltd Mounthatten lise, Chatlenn, Nant. Ule Pands | September | Sept 100000 100000 100000 100000 100000 100000 100000 #33 #33 93947799144 Landon & Manachaster Group
Wholade Pic, Earthr ECS 105
Property Fil Lin 162... 422.6
Parall internal filed 122... 424.0
Linuity Fil Gill 122... 424.0
Linuity Fil Gill 122... 424.0
Linuity Fil Col. 122... 424.0
Linuity Filed Fil Lin 162... 424.0
Linuity Filed Fil Lin 162... 424.0
Linuity Filed Fil Lin 162... 424.0
Linuity Filed Fil Fil Lin 162... 424.0
Linuity Filed Fil Fil Lin 162... 424.0
Linuity Filed Fil Fil Lin 162... 424.0
Linuity Filed Filed Filed F 140.89 125.20 154.00 154.00 154.00 154.01 164.01 174.01 176.00 | Profession | 197.0 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 100.2 | 900.332.662 -0.00 --0.00 --0.00 -Homeowners Friendly Society
PO Bin, 94, Stringfeld Am, Rarrounts, 6
HPS Manuel Fel ... 157, 8
HPS Manuel Fel ... 167, 9
HPS Manuel Fel ... 167, 9
HPS Date Call. 112, 9
HPS Date Gov. Call. 102, 9
HPS Date Gov. Call. 102, 9 Heart Insurance Co Ltd.
John Street Law, Blrmington B19 88
Heart Insurance Co Ltd.
John Street Lt ----| Company | Comp Tributed County of the County AEIna Life Insurance Co List
2-12 Postanelle 84, Lordan El 900
Life Frank Generalder Units
Surance 15, 21
Life 15, 20
Life Life 15, 20
Lif Tritum Fid Ningers. Ltd. (1998)# Royal Ldu. Har. Colchester DIX 1RA 1057.4 - 1.5 Entrain the Bart Beet. 1814.4
Evita VI Bild (Acc). 1814.4
Evita VI Bild (Acc). 1814.5
Evit Bild (Acc). 1814.7
Evit Bild (Acc). 1817.9
Evit Bild (Acc). 140,2 172,3 172,3 172,3 172,3 172,3 173,2 Hittem Cover, Devicting, Surveys and Cover, Coverboar, Surveys and Coverboar, Coverb Continuy Life Pie

2 Eyr Street Hill, London ECU | 97.

City of Elishands Life Assessment

All Jackson Street Elishands Life Assessment

World Growth Life Assessment

End of by 18th Life Assessment

End of by 18th Life Assessment

Elishands Life Assessment

County Assessment

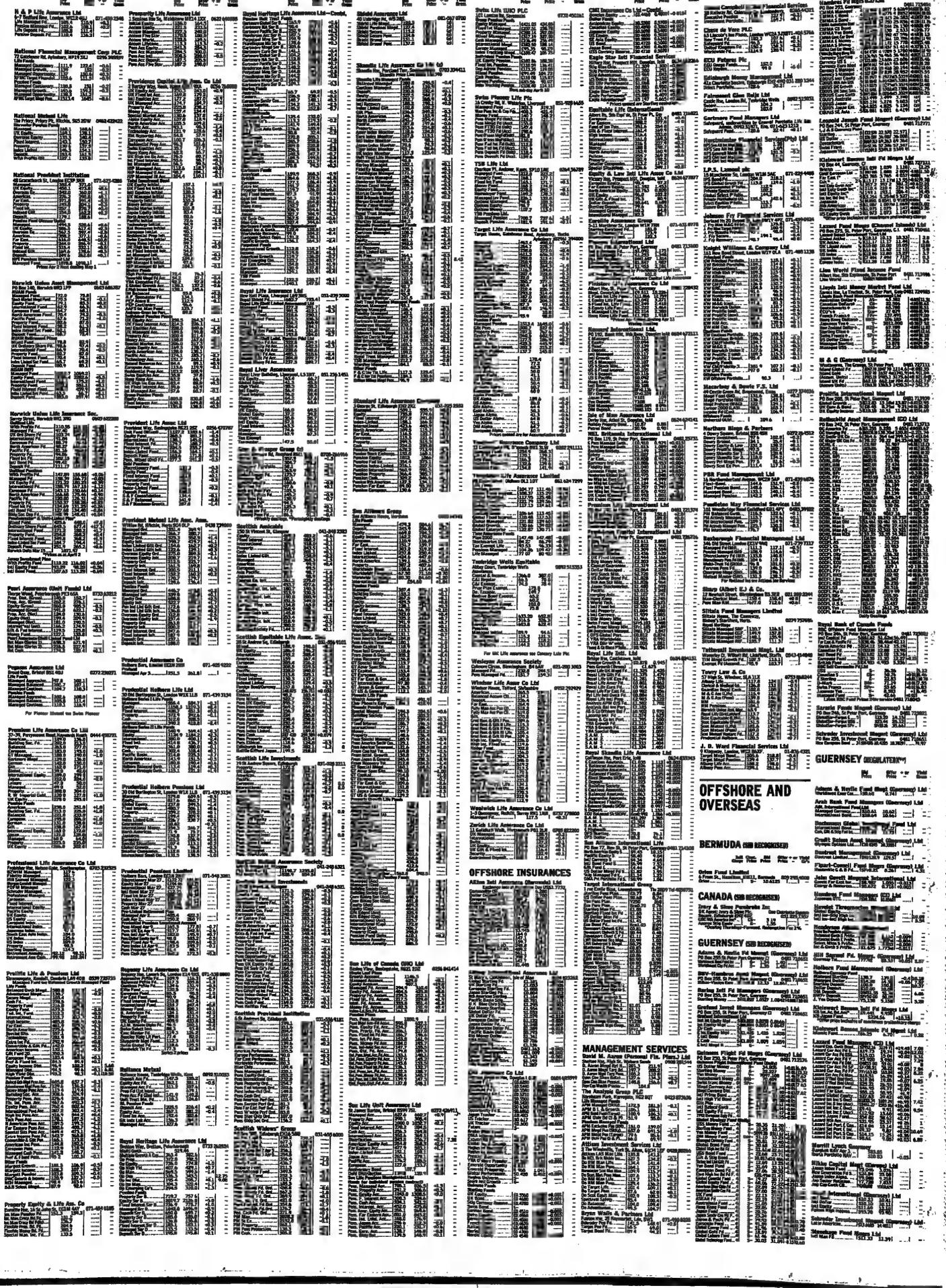
Elishand Francis Life Assessment

Elishand Life City Life City Life Assessment

Elishand Life City Life C 071-278 4488 | Ch. Access
| Ch.

200 mm (1) mm (1

Current Unit Trees prices are available on FT Cityline. Calts charged at 45p per minute po and 34p off peak, Inc VAT. To your Unit Trust Code Booklet ring [111] 925-21



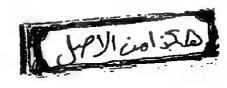
SWICESTOWN APRIL BY

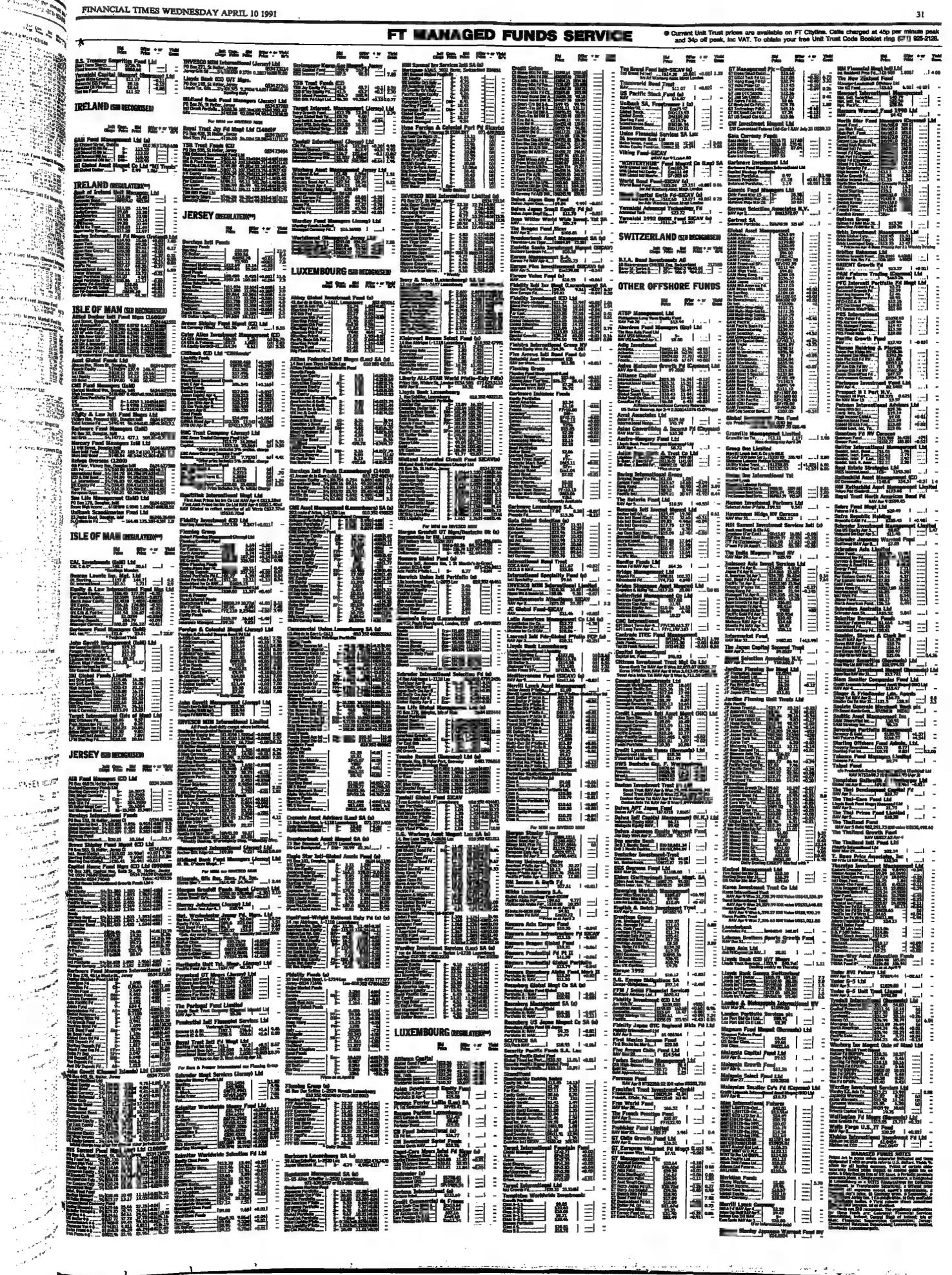
There half Fd Bayering

MAPONE REPORT AND A STATE OF THE STATE OF TH

a, are, galacti

Lutter. FF





071-631 3323

Money Market

Money Market

Bank Accounts

e Co Ltd

Trust Funds

LIFFE MINE PAYMES OF THE S

MONEY MARKET FUNDS

CURRENCIES, MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGES

Credit tightening lifts D-Mark

THE D-MARK gained ground the Bundesbank raised u German banks by securities repurchase agree-ments. The tightening of credit are regarded as a

ing that increase discount or Lombard rates; Bundesbank council Higher come a time when the financial looking to Friday's US consumer price index and the possibility that falling inflation prompt an easinflation and prompt an easing of the Federal Hamman

ing I the Federal monetary

The Bundesbank's move appeared be particularly timely, coming just before news that Germany's the second consecutive month in February. The payments gap was DM1.7bn, while the shorting January up sharply to DM2.1bn from the second consecutive month in February.

The care news enough in cap in recovery, but it still finished in London much firmer against the dollar and a little higher in European exchange mechanism.
The dollar touched a of
Closing
DM1.6710 compared Monday. It the

| E II | K HEW Y | ORK |
|-------------------------|--|-------------------------------|
| Apr.9 | Latest | Previons. Close |
| pot mostis mostis | 2.7900-1.7910 0.96-0.94pm 2.48-2.45pm 7.25-7.15pm | 2.50 - 2.47/pg 7.18-7.00mm |

| onward | premiums and disc | auts apply t | o the US della |
|--------|-------------------|--------------|----------------|
| | | | |
| | | | |
| | STERLIN | G IND | EX |
| • | · | - 1110 | |
| | | | L' A series |
| | | Apr. 9 | Previous |
| | | | |
| 8.30 | 400 | 92.9 | 42.0 |
| 9.00 | APR | 93.0 | 92.6 |
| 10.00 | ACT | 92.9 | 92.6 |
| 11.00 | A60 | 93.0 | 92.7 |
| Mond | | 92.9 | 92.6 |
| 1.00 | 1000 | 920 | 427 |
| 2.00 | parts | 93.0 | 97.8 |
| 300 | | 03.0 | 1 22.0 |
| 2.00 | <u></u> | 45.0 | 72.7 |
| | | | |

| CURRENCY | MOVE | MENTS |
|---|---|---|
| Apr 9 | Sank of England Index | Morganith Generality Changes % |
| Sterling U.S. Dotlar Campitan Dollar Anstylan Schilling Belgian Franc Danish Krone D-Blart Seda Franc Dutch Galider French Franc Line Line Line Ven | 13.1 64.8 104.3 108.7 108.5 116.4 112.4 113.1 102.5 99.0 | -19.0 -13.5 +1.9 +11.1 -2.8 +3.1 +23.2 +21.2 +15.1 -13.4 -19.7 +67.1 |

CURRENCY RATES Acr 9 Rank # Special * Enropess t

| | * | Rights | Unit. |
|------------------------------------|---|---|--|
| Starling | 6.00 9.57 10.50 9.56 6.56 7.75 10.51 10.60 6.00 19 | 0.768876 1.35476 1.56326 16.1311 47.1050 8.78020 2.27252 2.57824 7.75397 1701.97 185.060 8.91703 141.241 8.25794 1.90069 M/A | 0.699977 1.22999 1.41631 14.5060 42.4033 7.90368 2.06124 2.32275 6.97402 1530.60 168.052 8.01859 127.302 7.44469 1.775428 221.709 0.771148 |
| & Bank rate rel These are not o | united by t | the UK, South | |

* All SDR rates are for Apr.8

| Rong Kong 13 8625 - 13 8760 7.7930 - 7.76 120.70 12 | Apr 9 | 6 | 5 |
|--|----------------------------|-------------------|--------------------------------|
| Brazii . 4400.030 - 4400.630[47.000 - 247 Friolanti 7 0.180 - 7 0.310 5.9470 - 3.98 Greece | | | |
| Fieland 7 0180 - 7 0310 3,9470 - 3,97 | | | |
| Greece \$21.700 - 326.850\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ | Grazio Gioland | | |
| kan 120.70 67.10 Kimatik Lintenburg H. 120.70 6.1.80 723.20 - 729 Kimatik Lintenburg H. 120.70 61.80 34.65 34. Kimatik Lintenburg H. 120.70 67.10 | Greece | | |
| KorealSki) 1270 95 - 1291.45 723.20 - 729 Kurazi: MyA 1270 95 - 1291.45 723.20 - 729 MyA 1270 95 - 1291.55 120 120 120 120 120 120 120 120 120 120 | Hong Kong | | |
| Kurachi Lucrombourg 6.1.70 - 61.80 34.65 - 34. Malloyla 48815 - 4.8995 27400 - 2.74 Mexico 521.35 - 5342 15997.00 - 2.74 Mexico 30100 - 30150 1.6920 - 1.67 Saodi Ar. 66650 - 6.6775 3.7490 - 3.75 Saodi Ar. 566650 - 6.6775 3.7490 - 3.75 | | | |
| Locembrung 61.70 - 61.90 34.45 - 34.4 Ms1.syst. 4.8895 2.7460 - 2.746 2.2 Ms2.135 - 5.542.152967.00 - 2.79 M Zeat.md 3 01.00 - 3 01.50 1.6920 - 1.67 Sacof Ar 6 6650 - 6.6775 3.7490 3.1355 - 3.1452 1.7660 - 1.77 | | | |
| Malaysia 48815 - 4,8095 2,7460 - 2,74 Mexico 5321.35 - 5342.15 2997.00 - 299 M Zeziund 30100 - 30150 1,6420 - 1,64 Saudi Ar 66650 - 6,6775 3,7490 - 3,75 Siospore 3,1355 - 3,1425 1,7660 - 1,75 | | | |
| Mercics 5321.35 - 5342.1512987.00 - 299 M. Zealand 3 0100 - 3 0130 1.6920 - 1.67 Saudi Ar 6 6680 - 6.6775 3.7490 - 3.75 Singapore 3.1355 - 3.1425 1.7660 - 1.78 | | 4 8815 4 8895 | |
| Saud Ar. 6 6650 - 6 6775 3,7490 - 3,75 Singapore 3,1355 - 3,1425 1,7660 - 1,76 | | 5321 35 - 5342 15 | |
| Singapore . 3.1355 - 3.1425 1,7660 - 1,76 | d Zealand | 3 0100 - 3 0150 | 1.6920 - 1.69 |
| | Saudi Ar . | 6 6650 - 6 6775 | |
| S.AZ ILM) 1 4.85/25 - 4.8495 2.7215 - 2.72 | | 3.1355 - 3.1425 | |
| | S.A.C.(Com) S.A.C.(Fin) | 4.8375 - 4.8495 | 3335 : 336 |
| [always [48.55 - 48.65 [27.20 - 27.2 | laiwan | 6-1565 - 6-5010 | 27.20 - 27.2 3.6720 - 3.674 |

fell to Y135.80 from Y137.25; to SFr1.4185 from SFr1.4325; and to FFr5.6575 from FFr5.7125. On Bank of England figures the dollar's index fell to 64.8

from 65.3. its central rate against the Ecu and the weaker currencies in the ERM, it showed a slight improvement rising to 0.83 from 0.83 per cent weakest placed French franc, according to figures from the European Commission

mission.
In Milan the D-Mark climbed to L742.87 from L741.90 at the daily fixing and in Paris rose to FFT3.3836 https://doi.org/10.1001/10.100

ixing

V Spanish hit its

ERM ceiling

100 French yesterday
and was the level for

A cut in its prime rate by

Banco Espanol de Credito 13.75 from 14.30 per cent was reaction to the last cut in t Bank of Spain's money mark intervention rate, and was n regarded as a signal of furth monetary easing. Spanis inflation figures will be pulished on Friday and ecor

mists generally expect thunderlying rate to remain hig at around 7.5 per cent. Sterling moved LLL DM2.99 in early European tra-ing, but fell back on news i monetary tightening by I Bundesbank. The pound underlying strength remain in all, despite an arrival London money market rate Sterling gained 2. \$1.7905 and advanced in FFr10.1125 fro FFr10.1050, but fell Y241. from Y242.75 and to SFr2.53 from SFr2.5350. Its exchange

| | Cent Rut | rad Amount | s from Central | 15 W | Spread Vealest creaty | Divergence |
|---|---|---|---|----------------------------------|--|------------------------------|
| Spanish Pesetz Sterling tailan Lira Belgian Franc D-Mark Detrih Gelider rish Poet Janish Kroso French Franc | 9.69 153 42. 2.0 2.3 0.75 | 6.631 127.3 6904 0.6909 8.24 1530. 4032 42.40 5586 2.061 1643 2.322 7.793 9509 6.974 | 77 -0.85 -0.50 33 0.00 24 0.26 75 0.49 68 0.79 | 11 10 00 | 1.17 1.01 1.65 1.87 1.86 1.87 | 85以中午1124 |
| | | | earlin, sue la descent | og relative | | निकास कार्य के क |
| rt for Ecs; a ercestage diff ercestage dev | greace between the | enotes a weak curre actual market and E ecy's market rate fro | ncy. Olivergence sho cu central rates for | es the rati | o becamen | two spreads: |
| re for Ecc. a ercestage diff ercestage dev djastment ca | positive change of levesce between the lation of the corre- leulatest by Financi | enotes a weak curre actual market and E ecy's market rate fro | ncy. Ohvergence sho cu central rates for us les Eon central r | is the rati correscy, ite. | o betieven | two spreads: admun peradi |
| re for Ecc, a percentage diff percentage dev adjustment cal | positive change of levesce between the lation of the corre- leulatest by Financi | enotes a weak curre actual market and E ecy's market rate fro al Times. | ncy. Ohvergence sho cu central rates for us les Eon central r | is the rati correscy, ite. | o betieven | POUNE |

EMS EUROPEAN CURRENCY UNIT RATES

| 7.21-7.11ps | 1 | | | | | | | |
|--|--|--|--|---|---|--|---|--|
| DOLL | AR SPOT | - FORW | ARD A | AIN | T 1 | THE D | OL | LAR |
| Apr 9 | Day's spread | Close | One or | enth | % p.i. | Three | | % p.a. |
| INC) relands relands lands lan | 1.7(40 - 1.7(20) 1.5765 - 1.601) 1.1520 - 1.1540 1.1810 - 1.9085 34.45 - 34.85 6.4(17) - 6.4875 1.6645 - 1.47.95 1.03.00 - 1.04.50 1.23.00 - 1.04.50 1.23.00 - 1.255.75 6.5050 - 6.5940 1.23.00 - 1.255.75 6.40052 - 6.9085 1.17.900 - 11.9150 1.17.15 1.17.900 - 11.9150 1.17.15 1.17 | 1.4125 - 1.413 1.2355 - 1.234 by end of Landon | 055 0.55-6 280 0.49-6 5 2.00-2 200 0.42-0 75 55 55 50 0 1.57-5 50 0 2.5-2 1.57-5 50 0 2.5-2 1.57-5 50 0 2.5-2 1.57-5 50 0 3 10-33 1.57-5 50 0.24-6 1.57-5 50 0.24-6 1.57-5 1.57- | J. Sücpan J. Sücpan J. Sücüls J. Oloulis J. Sücüls J. Züyüls J. J. Sücüls J. Sücü | 6.37 3.94 3.90 3.22 3.13 4.02 3.09 4.99 8.02 5.86 4.52 3.41 6.40 2.22 3.18 2.68 3.40 detail control of the cont | 16.59-17. 6.85-7 4.50-4 9.85-9. 0.60-0. 8.40-9 0.82-0 1.80-0. | 47pm .00dis .47dis .00dis 40dis 40dis 29dis 29dis 50dis 50dis 50dis 61dis 61dis 60dis 87dis 96pm | 5.55 3.88 -3.07 -3.180 -3.180 -3.29 -3.29 -3.29 -3.29 -3.29 -3.29 -3.29 |
| | EURO-C | URRENC | Y INTE | REST | R | ATES | | |
| Apr 9 | Short | 7 Days notice | Oue Mouth | Three Mostlis | | Stx Months | | ne Sar |
| terling IS Dollar an, Dollar antch Guilder wiss Praec | 91 - 91 | 1212 1214 6 534 91 91 9 81 81 84 | 128 - 124 84 - 56 84 - 85 85 - 85 9 - 85 | 1131 - 11 66 - 16 96 - 16 91 - 91 91 - 91 | | 11 2 2 - 64 3 - 94 15 - 94 16 - 94 16 - 94 | 9: | 1114 014 - 65 014 - 9 1 - 714 |

| | EXCHANGE CROSS RATES | | | | | | | | | | |
|-------|----------------------|--------|-------|-------|----------|--------|--------|-------|--------|-------|------|
| Apr.9 | 1 | S | | X. | F Fr. | S Fr. | 18 Fl. | Lin | CS | B Fr. | ECU |
| £ | 1 | 1.791 | Mar. | 100.0 | 10.11 | MAX. | 3.370 | 2219 | 1200 | 61.75 | 1.44 |
| \$ | 0.558 | ı | Acres | 135.0 | 5.645 | 0.00 | 1.882 | 1239 | 1.153 | 34.48 | 0.80 |
| | 0.335 | Barr. | 1 | - 5.0 | A. STORY | ALC: N | 1.128 | 7426 | May 1 | 20.67 | 0.48 |
| YEN | 1.00 | 100 | 11.0 | 1000. | 41.81 | | | 1111 | 8.540 | 255.4 | 5.99 |
| FFt. | 0.000 | 1.772 | 8,000 | MAN I | 10. | BM 8 | 30300 | 1150 | 2.043 | 61.08 | 1.43 |
| S Fr. | 6.700 | | 1,000 | 23-M | | 1 | 1.00 | 877.1 | NYM II | 24.41 | 0.57 |
| HFL. | Barr. | 0.531 | 14.00 | 71.75 | | 0.751 | 1 | 4.0 | 0.613 | 18.32 | 0.43 |
| Lira | 0.451 | SEE SE | 1280 | 1898 | | 2.00 | 1.519 | APPL | 0.425 | 27.83 | 0.65 |
| CS | | 00.00 | 1,000 | 117.1 | 100 | 1.00 | 1.632 | 1000 | 1 | 29.90 | 0.70 |
| B Fr. | AART | 2.900 | A RAY | 275.6 | 50.57 | 4.097 | 5.457 | 3594 | 1344 | 100. | 2.34 |
| ECU | 0.690 | 1.35 | 2.062 | MAL | 6,977 | 1.746 | 2.326 | 1531 | 1.425 | 42.62 | 1 |

ND OPTIONS

| FIN | ANC | IAL | FUI | UKE | S A | AD C | PTI | ON |
|--|---|---|---|---|--|--|--|-------------------------------------|
| LIPPE U | MG COLT F | UTURES I | - | | 2760,000 | THE REAL PROPERTY AND INC. | 7 8000 F | VTURES I |
| Fried St. | 3-16 2-31 1-51 | \$6 411 131 141 141 141 141 141 141 141 141 | 0-18 0-31 0-51 | Sep 9-59 1-15 | Price 95 94 | Calls and Jun 3-27 2-37 1-43 1-44 0-47 8-35 8-18 | 3-41 3-41 3-61 | Page 2017 0-17 |
| Estinates Produces | wolume total ay's min bat | al, Calls 1 Calls 190 | 352 Pats 1 119 Pats 11 | 903 | = | | W. | |
| Silin pa | ROMANK O | PTESKS | | | LIFFE EE | | % | |
| Strike 9000 9425 9000 9075 9180 | 0.80 0.57 0.37 0.04 | Sep 1.01 0.59 | A SECTION AND A | 0.12 0.63 0.84 | 9275 9300 9325 9400 9425 9430 | Calls and 1 | 0.51 0.34 0.21 0.12 0.06 0.04 0.01 | 0.57 0.52 0.52 |
| Eptempted Prestons & | uplame tota sy's open lat. | i, Cath Cath 179 | Pags Pags 1 | | Estimated Previous d | unimpe tota g's open int. | L Calls I Calls 180 | \$10 Puts 0 Puts 200 |
| LOND | ON (LIF | FE) | | | CHICA | 60 | | |
| 158,888 : Sep | 9% NOTES 12mix of 10 Close 93-00 93-08 walume 230 lay's open to | High 93-09 | 1.or | Prev. 93-04 93-10 | June Standard Sep Dec. Mar June Sep | Story men Story of 16 2 | Hig 96-1 | |
| Signature Signature | 32mb of 3 75-05 95-14 volume 650 | S 1111 90734 94-13 | 94-62 | Pres. %-12 %-21 | Déc | | | |
| Previous d | ay's open in | L 6008 C | | | SIM point | | 5 (2001) | E7 |
| Jun Stip | 286AL CERNI 180ths of Close 85,92 66 18 volume 584 system set | High 85.24 86.44 | 85.82 85.25 | P. T. | | 6-11 | 93-2 | 6 |
| _ | MAL LONG Om 1000s | | | OVT. | | | | |
| Sea Sea Sea Sea Sea Sea Sea Sea Sea Sea | Qua 1,000s o Clase 95.75 95.93 | # 108% High 45.85 | 15.72 | | SWISS FR SP: 125,0 | ANT (DAN) No. 5 per SP | | |
| | roisme 754 5 contract h Automated | | nclusively or my Spilets | A the (APT). | Sag Date | 0.6963 | 0.6996 | 0.694 |
| 50 | MUAL ECU B 66 100 tiss o Close 99.02 relume 308 y's agen int | illigh 20 | 91.95 | Prev. 99.13 98.98 | | PRILA SE SE SMAS per SIII Ager 14 III 5.45 | P | |
| | orn street. points of 18 Clase | | 87.66 87.60 87.40 87.42 87.32 | 88.92 89.65 89.46 | 1.750 1.775 1.800 1.825 1.856 Previous da | Az aleu ler | 5.7 3.4 2.4 0.6 0.6 Calls 45 Calls 20, | 7 X |
| Sep Est. Vol. III Previous III THREE NO | | show) 2 122072 | | | June September December | 10 | Open 6.94 6.90 | Close 106.62 106.46 105.84 |
| Silva wateria Say Dec Milar Ess. Val. Si | 93.38 e. figs. not | High 93.68 93.39 92.92 92.72 shows 2 | 93.65 93.35 92.90 | Prev. 93.68 93.40 92.93 92.72 | | FTH 7208 | FUTURE 0.80 1.13 1.12 | |
| Presions de Tentez Mil Old La pol | | | 13389 | _ | April May | 18 | 61.0 75.0 | _ |

| Died | 200 Y | 1,000s | | | |
|--|--------------------------|---|--|---|---|
| _ | Sep | Clase 95.75 95.93 | (A) | 15.72 | |
| 5 | Lifte's Ji | d roleme 75 LB coetract 's Automate | is traded or | eclusively or ny System (| APT). |
| 55 | 7% NOT | IDIUAL ECU JOEO 100Has | 8060 of 160% | | |
| 2.60 2.49 2.89 | 5.0 | (709) 99.02 | #15gh 120 | 98.95 | Prev. 99.13 98.98 |
| .61 .68 .37 | Previous | i volume 300 day's open in | 1217) 4. 2187 (2 | 25) | |
| 36 | THREE B | points of 1 | 1.Dig 98% | | |
| 555 220 249 249 251 251 251 251 251 251 251 251 251 251 | 事のとはまる | Clase 89 | 89.58 89.66 89.44 89.34 | 87.66 87.60 87.60 87.42 81.32 | 88,92 89.65 89.46 |
| | Est. Vol. Provinces | | (, shown) 2 (, 122072 | (100 (259) (1,20466) | 91 |
| R | THREE M | ONTH EUR | DOLLAR | | |
| 550301380600M4936321484 | Sept. | 93.38 | High 93.68 93.39 92.92 92.72 | 93.46 93.36 92.90 | Prev. 93.68 93.40 92.93 92.72 |
| 13 80 06 | Est. Val. | liac. figs. no lay's open in | show 2 3362 C | 6363 P45 (5400) | |
| 00 24 47 | TERREZ M Old III | CONTR EN MO | MARK | | |
| 36 23 14 84 05 | Jun Sep Dec | 90 117 | 9. |).45 90.45 | |

| -6.14 -1.84 -3.05 -2.39 3.17 | 200 200 200 200 200 | 91_17 91_39 91_48 91_65 | 110 |
|--|---------------------------------|---|---------------------------------|
| CLITERICY | Previous : | å volume 22: 42y's open is | 708 (1689 4. 88249 |
| | THREE 9 | MATH ECU Soluts of IO | 1% |
| ne 53r - 111, | Jun Sep Dec Mar | Close 90.73 90.86 90.99 91.04 | High 90.78 90.91 91.06 |
| 77 77 81 | Estimates Previous | i volume 202 Cay's open in | (176) L 2251 (1 |
| ш | PT-SE 18 | | int |
| - ? ? | Jam Sep Dec | Close 2558.0 2598.5 | High 2584.0 |
| eat: five | Dec | 2644.0 | 2655.0 |
| | | | |

| | - AND 1987 | MARY AMPLES AND | | | |
|-----------|------------------------|----------------------------------|--------------------------|----------------------------------|--------------------------|
| ĺ | Jam Sep Dec | 2558.0 2598.5 2544.0 | High 2584.0 2655.8 | 2547 0 2565.0 | 256 260 265 |
| TE 22. | Est hunter Previous | i witane 4); day's open k | 23 (5115) a. 24994 (| 25529 | |
| | SUNE SI SPR Les | 1955 FRANC points of 18 | 8% | | |
| 9 | 100年 | 91.98 92.59 92.82 93.07 | 92.10 92.64 92.84 | 91 <u>.</u> 97 92.57 92.89 | 45. 45. 45. 45. |
| 9 9 5 3 3 | Previous (| l volume 22) day's open in | (4 (1759) 4. 12438 (| 12616) | |

91.71 90.86

| T PINESH | DEMNE | AT E | | | |
|---------------------|------------------|------------------------------------|-------------------------|-------------------------------------|--|
| Seet. 1,7905 | 1-mth. 1.7810 | 3-min. 1.7657 | 6-mth. 1.7510 | 12-mil. 17189 | |
| | NG Se per S | | | | |
| Jana Sep Duc; | 1.7608 1.7410 | High 1.7630 1.7430 1.7230 | Lav 1.7584 1.7400 | Pres. 1.7464 1.7262 1.7102 | |

6 months US Dollars

EBBBOOLLAR BPTBHS public of 100% ed volume total, Calls 1910 Puts 1100 day's ones lot. Calls 1900 Puts 2016 Estheated volume total, Calls 1400 Pots 1100 Previous day's gaps let., Calls 25770 Puts 30674 96-12 96-12 96-12 96-12 96-13 96-13 96-13 96-13 96-13 96-13 MINISTRE MARK OR EASTRY TOLLS (COO) LPHIX SE E/S

ated volume 45,626 Total Open Interest 204,113 BASE LENDING RATES

ON LANG-TEEN STATE BOND GENTO?

105.60 H5.08 105.26 185.26

| | 70 | | % | | 76 |
|----------------------|-------------|---------------------------|------|--|-----|
| ABW Bank | 125 | Comm. Elk. of London Pic | 124 | MicDounell Dooglas Bok . | 124 |
| Asiam & Company | 125 | | 125 | illidaed Bask | 124 |
| Allied Trest Bank | <u>12</u> 5 | | 125 | Mount Banking | 124 |
| ALB Bank | 125 | | 125 | Max Bk. of Kuwail | 131 |
| Heavy Anchother | 126 | | 125 | NatWestminster | 124 |
| 6 & C Merciant Rack | | | 126 | Northern Bank Ltd | 124 |
| Bast of Baroda | 125 | | 125 | Nykredit Martozoe Bank | 13" |
| Banco Status Vizcaya | 125 | | ij | Provincial Sank PLC | ĩ |
| Bank Credit & Comm | 125 | | 124 | Rochurche Bart Ltd. | ŭ, |
| Bank of Copres | 125 | | 5 | Roral Bk of Scotland | 125 |
| Bank of Ireland | 览 | | 125 | Smith & Willman Secs | 127 |
| Bank of India | | | | | |
| Dark of Seatland | 125 | | 13 | Standard Chartered | 122 |
| Bank of Scotland | 1212 | Girotank | 125 | TSB | 124 |
| Basque Beige Ltd | 125 | | 125 | Unihank elt | 124 |
| Barclays Bank | | | 12 | Grited Bk of Kewait | 125 |
| Beschrark Bank | 13 | | 134 | United Mizrabi Bask | 124 |
| Brit Bit of Mid East | را 12 | | 25 | Balty Trust Bank Pfc | 124 |
| Brown Shipky | 125 | | 1212 | Western Frest | 124 |
| CL Bank Helerland | 1212 | | 25 | Westpac Bank Corp | 125 |
| Charterbouse Back | 125 | | 1212 | Weitemay Laidlaw | 125 |
| Catibank NA | 125 | @ Leopold Jeseph & Sons 7 | 25 | Yorkshire Bank | 124 |
| City Merchants Bank | 125 | | 25 | Members of British Men | |
| Clydesdale Bank | 125 | Meghraf Bank [11] | 25 | Banking & Securities He | |
| • | | | • | American | |

IPE Naphtha Futures **Start trading**

From today, 10th April, 1991, trading in asphrha

today!

IPE's naphtha fatures, a light distillate contract. presents a new opportunity for price determination of aphtha. The contract is designed to complement trading in the forward paper market and will offer users additional flexibility for hedging and trading.

The LPE has built up a solid reputation for providing a secure and well regulated environment with quality of service, efficient execution and price transparency,

| ٠ | 6 | = |
|---|------|------------------------------|
| | | n e |
| | | |
| | | can per the above saldrests: |

CROSSWORD

No.7,514 Sei by CINEPHILE

In borders of Surrey, comparatively dim place for breeding birds (8)
 Proverbs of post-Christian

periods? (5)

10 Right way for pine? Don't evergreens do it? (5)

11 Popper in place for breeding journalists? (5,4)

12 Sack reliable person to save fuel (3)

13 French boy goes west to recover (5)

recover (5)
14 Sound of snake will demor-

alise conductor (6)
15 It's essential to make fuel

end (7)
18 Stole when suffering want?

18 Stole when stateling want:

(7)

20 Revolutionary club? (6)

21 Reat in bath robe (5)

24 Perfume from oriental tree, possibly, one of three? (9)

25 A cut made by a bad liar referring to insurance (9)

26 Simo on a green (5)

26 Stop on a green (5) 27 Wild girl takes old ship to

God - you must have trans-lated it inside - makes rub-ble (8)

1 Absolution is usually abort (8) 2 It's a nuisance about for-ward having to belong (9) 3, 6 Only the indian warrior is fit to win the blonds (43,5,8,3,4) 4 Traveller's hat could be

JOTTER PAD

The state of the s

6 See 3
7 To prosper you need to have a good relationship (3.2)
8 Succession of American

flags caused dread to return in barrister (8)

9 Yank wearing jacket (6)

16 Cooks come after stuff for stuffing (9)

17 See carbon (result of burning wood) for quick settlement (4.4)

ment (4.4)

19 Kill mother for kingdom (6)

20 Will do crossword again? (7)

21 Deserter among soldiers

gets free (III 23 Bring to court again to fix Terry (5) Solution to Puzzle No.7,513

SUDDENSE CASALS
E G A O D O T
TEMPOLE ENERGY
TO E A T T T
E A SUBJECT SENDOR

O A T T T
E A SUBJECT SENDOR

A SUBJECT SE

German rate move

tightened its credit slightly terday by offering one-month funds to the money market 8.60 per cent compared with 8.50 previously.

MONEY MARKETS

Since the line in the discount Lombard rates line beginning of February, line Bundesbank and one-month money is a fixed 8.50 in cent, but yesterday the intral bank line bank and bank line bank lin 28-day repurchase fixed 8.60

The will required from is system today as earlier securities repurchase pact expires.

UK clearing bank base lending rate 12.5 per cent from March 22, 1991

Call the in Frankfurt firmed slightly in 1 in from 1 in cent, but there was little if any martin in London to the

Terrati move. Three-month sterling interbank EU to 12-11# per money was unchanged at 11%-11% per cent. It the pound remained the second strongest in the ERM. wholesale in London discounted a cut point to

futures opened him at the Bundesbank tightened, before rallying slightly to 88.87 at the close compared with 88.92 on Monday.

The Bundesband a London initially for the London and the same and the same at the close compared with 88.92 on Monday.

initially a language of 2800m, credit shortage of 2800m, to the shortage of 2800m in the shortag

In early operations the authorities bought bank bills outright in band 2 at L lunch another 2317m bank bills were purchased in band 1 12% per In the affection £211m bills were bought in at 12½ and late

was and provided.

Fill maturing in afficial hands, repayment of late assistance and a take-up of Treasury MIN drained £195m, with Ih unwinding of bill repurchase agreements absorbing and bank balances below £180m.
The outweighed exchequer transactions adding £90m in liquidity a fall in the note circulation

In Dublin in In Date Bank cut its short-term facility rate - the level it lends funds to commercial wants - to 10%

MONEY RATES NEW YORK One Mosth Three Months 8.80-8.95 91-91 81-81 895-965 81-81 117-12 9-91 104-104 8 80-8 90 91-92 74-84 8 70-8 85 82-84 114-12 8 81-8 88 94-94 8.95-9.15 94-94 84-84 9.00-9.12 712-73 114-126 8.90-9.65 91₆-91₆ 9.05-9.25 93-92 9.00 LONDON MONEY RATES One One nterbank Offer Interbank Bid .. Sterling CDs ... 强 Sterling CDs
Local Anthority Deps
Discount Mkt Deps
Company Oeposits
Pleanter House Deposits
Treasury Bills (Boy)
Eant Bills (Boy)
Fine Trade Bills (Boy)
Fine Trade Bills (Boy)
SDR Linted Dep. Offer
ECU Linked Dep. Bild
ECU Linked Dep. Bild
ECU Linked Dep. Bild 124 124 124 Treasury Bills (self); one-month 11% per cent; three months 11% per cent; six months 10% per cent; Bank Bills (self); one-month 11% per cent; three months 11% per cent; Treasury Bills; Austrage tender rate of discount 11.4156 p.c. ECGD Fixed Rate Sterling Export Finance. Make up day March 28.1991. Agreed rates for period April 23,1991 to May 23, 1991, Scheme I: 15.52 p.c. Schemes II 6 III; 13.71 p.c. Reference rate for period March 1.991 to March 28, 1991. Scheme IV&V: 12.472 p.c. Local Authority and Finance Houses seven days notice, others seven days fixed. Finance Houses seven days fixed. Finance Houses Base Rate 13 from April 1, 1992. Bank Deposit Rates for sums at seven days notice 4 per cent. Certificates of Tax Deposit (Sories 6); Deposit £100.000 and over held under one month 9 per cent; one-three months 11 per cent; three-six months 104 per cent; six-sine months 10 per cent, sixe-breive months 10 per cent; Under £100.000 9 per cent from March 25 1991, Deposits withdrawn for cash 5 per cent.

FT LONDON INTERBANK FIXING

U1.00 am Aor.91 3 months US dollars

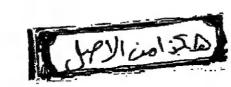
OIL The Commodity ... IPE The Exchange The IPE is a Recognised investment Exchange under the UK Visionals Services Act and its contracts are eleged and generated by the international Rosse, 1.3: Enthurine's Way, London Et 900 Telephone (71) 481 9643 Escrimite (71) 481 9605

3-13×1 213 AA ABERT 10 1801

Market San Brane Man

OSSWORD

後: 今日に日本本は子は名称 2本 古古古地古古古い地名は地名中山村 日本: 「 エトナナがおして 出土が



WORLD STOCK MARKETS Agril 9 Electrolist B Free Ericason B Free Esselte B Free Esselte B Free Esselte B Free Hobel Free Hobel Free Sanbras B Free Sanbas B Free Free Free Sanbas B Free Free Free Free Free Volve B Free 1120 -40 125 -15 1271 -150 か中で C M B Packaging Cap Ennini S Carnefour Carino Carino Carino Crisino Cetelem Crismpers Clumpeurs Clumpeurs Clumpeurs Copifi Coparex Coff CF Fonc France Cred Lyon (CD) Credit Nationale Damart +5 3:00 pm prices April 9 Degrasa Degrasa Deutsche Back Deutsche Back Dittles-Werke Deutsche Bid Deutsche Bid Pagenwerk Fag Kogelfischer Gottechmidt (TH) Hannag Lleyd Welchel Zero Henkel Pf Henkel Pf Henkel Pf Hocknie Hannag Bid Hocknie Later Werke Later Werke Later Bid Linde Discharger in Comme Unifice measure of 10407 Abitol Pr x USTS-1, TS-1, TS-1, TS-2, TS-2, SS00 Air Cda STS-7, SS-7, 3000 Deviseo A 70 70 70 \$3200 Deviseo \$18 2 19 4 19 4 \$400 Deviser Re \$31 84 84 \$700 Deviser Re \$31 84 84 \$4300 De Poet A 4830 30 39 777 Denmart Denmart Denmart Docks de Fronce Dollfus Miles Cie ERF ERF Error Cie Gent 1100 FPI Lat 6400 Finning 15200 Fat Mare A 12000 Fortis 21900 Fortis 21900 Fortis 7500 Françoller \$7% 7% \$15 14% \$30 9% \$22% 22% a \$15% 15 w \$15% 17% 32000 BGE One 014 14 14 40000 Bt Month" 255-5 25-5 25-5 322702 Bt Now Se 515-5 25-5 25-5 322702 Bt Now Se 515-5 15-5 3200 BGB Shaper A 514-5 144-5 32000 BGB A 57-7 75, 77-5 22000 BGB A 57-7 75, 77-7 22000 BGB A 57-7 75, 77-7 22000 BGB A 515-5 15-5 22000 BF Canada 515-5 22000 BF Canada 515 21300 Not St. Can \$1034 1036 21200 Normal buf A \$73 74; 22000 Normal buf A \$173, 173, 173, 22000 Normal buf A \$243, 244, 500 Normal buf A \$244, 244, 500 Normal buf A \$244 SWITZEELARID April 9 Adia Pit (1874) Alissekse Foto Salokse Pit (1874) Strong Bower Pit (1874) Strong Bower Pit (1874) Cha Geley (1874) Cha Gele Cohepa AFV 1 Cohepa AFV 1 Coclor III Priv Coclor III Priv Colory! Debalas Fra Llon Electrabel 29000 Galentic 500 Get Yusite 47800 Otenia Chi 1500 Orangee 5300 GW Lieco 4200 Del Cha R 1400 CW Uthe 515 122 1515 1515 1517 1517 1517 15 to 10 to 15 to 10 to 84, 313 154, 10 174 231800 Varity Cp 318 310 310 1800 Videnty Rs 450 450 445 3500 Wiccest E 521 20% 21 1900 Westen Geo 544 51, 14% 14% 16 No voting rights or restricted voting +6 100 Herriedt A 35% 5% 1800 Herriedt 327% 27% 1700 Herriedt 327% 27% 1700 Herriedt 38% 8% 80000 Herriedt 38% 8% 800 Herriedt 38% 8% 800 Herriedt 45% 17% 17% 200 Herriedt 45% 8% 8% 11800 Herriedt 58% 8% all group section section section section section AFV a constant Banese section AFV a constant Banese section AFV a constant AFV a part telefant person for person fo 54 274 185 125 115 85 85 85 MONTREAL. Jelmoli Più Cis Lamfis & Gyr Lamis II Più Cis Lamfis & Gyr Lamis & Piwr Pig Lau Hold (Br? Lamis & Piwr Pig Lau Hold (Br? Lamis & Grand Pig Million (Reg) Million (Br? Roche (Germal) Sander (Br? Roche (Germal) Sander (Br? Sander (Br? Sander (Br? Cis) Schladler (Pr Cis) Schladler (Pr Cis) Schladler (Pr Cis) Swiss Reg A Sovvell (ance (Br? Swiss) Reg A Sovvell (ance (Br. Swiss) Reg A Sovvell (ance (Br. Swiss) Reg A Sovvell (ance (Br. Swiss) Reg A Sovvell (ance (B 7 744 10 1044 2844 2844 2854 375 384 417 2814 284 384 284 384 110 137 57 57 145 119,50 168 184 184 184 184 184 184 184 184 188 102 176 188 102 176 188 108 12000 Lebatt 223% 23% 561600 Lec Minis 59% 95% 95% 95% 16% 35000 Leidine A 5155% 16% 140600 Leidine A 5155% 16% 200 Leidine B 515% 16% 10% 400 Learent Sp. 556% 556% 65% +10 -12 -15 INDICES +3.50 STLIC Sagem Saint Gobain Saint Loris Saint Gobain Saint Loris Satorii Schoeider Seb SA Seffung Sicroo Sitis Rossignoi Sec Gearate de Fr Sommer-Affiber Spie Battignolies Sect (Fin de) Taittinger Thomson CS F Total Fr Petro B UAP UFB Locabul United United United Valio Valio Valio Valio LOW 41.22 2(7)(32) 54.99 1/10/811) 12.32 0/7(32) 10.30 3(4/32) 수무하다 나중국사학학자 등업소화학수학자 사람이 GOUTH AFRECAT April 8 AECI ARIO Tech Anglo Am Coal Anglo Am Corp Barlow Rand Boffels CNA Gallo De Beerg/Destroy Deshtrasi Gold Driefonteila Driefonteila First Natt Bank First Natt Bank First State Case Cold Genotor Highwed Steel ISCOR Kinnes Gold Kloof Gold Libanon Gold Stallbold Rickor Bed Recorp Highwed Steel SCOR Recorp Highwed Steel SCOR Recorp R 190 STANDARD AND POOR'S 379.77 (4/4/91) 449.84 (4/4/91) 35.24 (9/10/89) -0.10 GRERAMANY FAZ, Riche GSL/12/589 FAZ GR/12/677 PROMO KONG Blam Sens Bank GS1/7/649 GRESLAMO 4,45 125(4)42) 20,31 (9/12/72) 54,87 (31/10/72) 170.97 (9/1) 2%,72 (14/1) 355.75 (14/1) 207.73 (44/91) 397.03 (10/10/89) 497.57 (444/91) 3.42 3.53 4.03 April 9 NEW YORK ACTIVE STOCKS TRADING ACTIVITY April 9 Krase AGA B Free 315 AFA-Land B Free 244 Asea B Free 605 Astra A Free 558 Astra B Free 552 Atlas Coppo B 220 Alicendary Pepsico Habitato R.) Pet inc. Seatchi Co. Frand America Anter Express Pullip Morris 神子やから 138.590 188.467 196.120 12.156 13.064 14.867 148.939 200.264 216.112 2,053 2,946 2,653 96 599 941 409 509 449 99 125 186 plew York Amex MASDAQ Issues Tradial After Palls Unchanged JAPAN +0,26 +0.06 +0.01 CANADA 5349.76 89/0 3334.24 (440) Metals & Wiscons Composite TOKYO - Most Active Stocks Stocke Tracked 18.5m 11.2m 9.9m 8.6m 7.2m 北

1,0204 +35

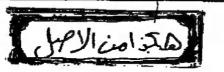
POLAND

The FT proposes to publish this survey on May 3rd 1991.

58% of Chief Executives of Europe's largest companies read the FT. If you want to reach this important audience, call Patricia Surridge, Tel: 071 873 3426 or Fax: 071 873 3079 or Nina Kowalewska, Warsaw, Poland. Tel (22) 489787.

FT SURVEYS

| 3:15 pm prices April 9 | | YORK STO | CK EXCHANGE | COMPOSITE PRIC | China China | Chigu Py Ste Chese Prov. |
|--|--|--|---|--|--|---|
| 9 | FF Sh Low C3 L 2 1994 Sh Low C3 L 2 1 | 188 | 74. E 1904 High Law Cloving Good 1921 1921 1921 1921 1921 1921 1921 192 | Dir. Yiel, E 1900 Sigh Leve Guorie Glosse Sigh Leve Guorie Glosse Sigh Leve Guorie Glosse Sigh Sigh Leve Guorie Glosse Sigh Sigh Leve Guorie Glosse Sigh S | Pri Sig Classe Prev. 1981 Dir. Yis. 2 100s High Low Grass Close Prev. 1981 Dir. Yis. 2 100s High Low Grass Close Prev. 1981 Dir. Yis. 2 100s High Low Grass Close Prev. 1981 Dir. Oxford St. 2 145; 145; 145; 145; 145; 145; 145; 145; | Part Second Character Character |
| 9 % 8 % AlsoMattic x 4 33 % Albert Crp 1.40 0.03 17 252 40 % 40 % 2 12 % Cassarar Wi 25 % 33 % Albert Crp 1.40 0.03 17 252 40 % 40 % 2 12 % 12 % Cassarar Wi 25 % 33 % Albert Crp 1.40 0.03 17 252 40 % 40 % 2 12 % 12 % Cassarar Wi 25 % 25 % 25 % 25 % 25 % 25 % 25 % 25 | 281289 0167 1 104 11 131173 1274 2 2 4 1 2 | 6-9 19 Domesticken (0.44) 6-9 35 Domesticken (0.46) 6-9 35 Domesticken | 0.00 1925033 1936 1167 2 1167 4 1163 334 254 254 254 254 254 254 254 254 254 25 | Tempor 12 207 15-76 | 10 20 20 13 14 14 14 15 15 15 15 15 | 12-by Misseco And 1.15 0.06 112233 u-2012 2234 1236 1236 1236 1236 1236 1236 1236 1236 |
| Mil 1915 ArcherOsa 0.10 0.00 154837 2315 2315 2315 2315 11 1 1 Chyron 1074 3316 ArcherOsa 0.10 0.00 154837 2315 2315 2315 2315 11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 14 10 9 3 10 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 3 1 Egyptems 3 1 Egyptems 5 2 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 | 14 10 202 24 17 17 17 17 17 18 18 18 18 18 18 18 18 18 18 18 18 18 | The 1.00 0.02 2330034 457 447 447 447 478 478 478 478 478 478 47 | Corp 0.24 0.01 12 3 1845 185 185 185 185 185 185 185 185 185 18 | 18 Ogder Cp 1-25 1.05 1.9 500 2.2 22 1.22 2.5 2.4 2.7 1.7 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 |
| 10-3 37-3 Artista Equi | 270 2842 522 53 28 100 d0 17 184 185 187 28 128 128 128 128 128 187 28 128 128 182 182 182 182 182 182 182 1 | 12 +11 12 13 14 15 15 15 15 15 15 15 | 3 1.6 35s | ### 1.20 0.03 191379 4015 3016 3014 3014 3014 3014 3014 3014 3014 3014 | 1.56 0.02 10 142 20 20 20 20 20 20 20 | Pres Part Cope 1.20 |
| 30 27 9 Contifee Ed. 3 30 4 00 1 2 3 4 3 5 5 1 5 5 6 5 6 5 2 8 8 8 8 8 1 2 2 1 2 1 5 6 1 5 6 1 2 2 1 2 1 2 1 5 1 5 6 1 5 6 1 2 2 1 2 1 2 1 5 1 5 6 1 5 6 1 2 2 1 2 1 1 1 1 2 1 1 1 1 1 1 1 1 1 | Table Tabl | 10 | ## 5004 24 3 24 3 24 3 24 3 24 3 24 3 24 3 2 | 1.72 0.03 91464 577 | 20 | 18 Petro Star 2 22 22 23 24 24 24 25 25 25 25 25 |
| 54 40 des Abert 2 25 20 07 1420 7 30 45 7 45 45 45 7 5 6 7 6 6 6 7 6 7 6 7 6 7 6 7 6 7 6 | 77 377 284 284 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 30 | 08 137 40% 40% 40% 40% 40% 40% 40% 40% 40% 40% | 204 0.07 11 SE u201 201 201 4 1 1 6 1 Morgan F 241405 22 1 1 20 2 1 1 6 2 Morgan F 241405 22 1 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 | ### C.54 C.52 C.53 C.55 C.55 C.55 C.55 C.55 C.55 C.55 | ## Propose Oh 9.48 0.01 (#2186 60 56 50 14 mlg 19 propose Oh 9.48 0.01 (#2186 60 56 50 14 mlg 19 propose Oh 9.48 0.01 (#2186 60 56 50 14 mlg 19 propose Oh 9.48 0.01 (#2186 60 56 50 14 mlg 19 propose Oh 9.48 0.08 280100 72 73 73 6 propose Oh 9.48 0.08 280100 72 73 73 6 propose Oh 9.48 0.08 280100 72 73 73 6 propose Oh 9.48 0.08 280100 72 73 73 6 propose Oh 9.48 0.08 20 0.09 1147 84 81 81 81 115 115 115 115 115 115 115 11 |



| WEISSIND A VERILIA | | |
|--|--|--|
| | FINANCIAL TIMES WEDNESDAY APRIL 10 1991 NYSE COMPOSITE PRICES | NASDAQ NATIONAL MARKET 3:15 pm prices April 9 |
| | Configured from mondates the High Low Clock Clock Db. Vid. E 100s High Low Clock Clock High Low Stock Db. Vid. E 100s High Low Clock | Shock Div. E 100s High Low Last Ching Stock Div. E 100s High Low Last Ching Stock Div. E 180s High Low Last |
| | Section Sect | According to 119 1931, 143, 181, 143, 183, 143, 183, 183, 183, 183, 183, 183, 183, 18 |
| A STATE OF THE STA | 27 i 32 i Repeti ADR 12 773 425 245 245 445 15 15 15 15 15 15 15 15 15 15 15 15 15 | Am Order 19 2100 174 175 176 2 Section 2 State 25 10 Section 2 State 25 10 Section 2 S |
| | The Company of the Actual Control of the Control of | Arction 1.00 1 204 8 8 8 8 9 1 |
| | 37 20 5 5°5 Techno 128 0.04 77 8 35-14 35 55-14 45 129-12 | Baker J |
| | 40 38 Secory x 2.86 0.07 10 528 38 3 28 38 38 28 38 38 38 38 38 38 38 38 38 38 38 38 38 | ### 134 134 134 134 134 134 134 134 134 134 |
| | 117, 101, SignalApp | Feetings 10 10 10 10 10 10 10 1 |
| | 34½ 27½ Sanglor OB 0.20 0.03 77 305 Sb 6 Bb 6 | Cartonine 0.199435 3 57 56% 56% -1 Add American Cartonine 1885 3 9% 98 10 175 200 519 54, 516 +1 Companie 1885 3 9% 98 10 175 200 519 54, 516 +1 Companie 1885 3 189 37% 37% 37% 4 1 1 1 1 1 1 1 1 1 |
| | ## 10% 95 900 Courses | Chemings 15 34 9 85 85 85 95 95 95 95 95 95 95 95 95 95 95 95 95 |
| | Astrolack 58 280 u47 45 45 45 45 45 45 45 45 45 45 45 45 45 | Colorida 36 639 21 2 21 17 17 17 12 18 18 21 18 |
| | Barry RG 2 27 107 127 127 127 127 127 127 127 127 127 12 | Secretary 128 1 12 |
| | -CC. [Gardin: 1.20 13 35 51 50 51 1 1 1 William C. C. C. Calling and control 15 10 12 13 15 10 14 15 William C. C. C. Calling and control 15 10 12 13 15 15 15 15 15 15 15 15 15 15 15 15 15 | No. 19 435 5 19 19 19 19 19 19 19 |

Dow idles before release of March inflation data

Wall Street

SHARE PRICES idled in moderate trading yesterday morning as the stock market remained nervous ahead of inflation figures tomorrow and on Friday, and the possible interest rate cut that could follow, writes Patrick Harverson in New York.

By 1.30 pm the Dow Jones Industrial Average was down 12.62 at 2.905.94, with the more broadly based Standard & Poor's 500 down 0.39 at 378.27 by 1 pm. The Nasdaq compos-ite of over-the-counter stocks, however, bounced back from two days of declines to stand

two days of decimes to stand up 1.26 at 496.91.
Turnover on the NYSE was 98m shares by 1pm, higher than Monday's poor showing but still below the best levels seen in the first quarter of the year. Declining shares kept ahead of advancing shares by 809 to 656.
Attention remained fixed on Attention remained fixed on

the producer and consumer prices data due later this week. There was confidence that the Federal Reserve would cut interest rates if the inflation news was good, but fear of another worrying and unex-pected rise in prices was keep-

ing many investors on the side-lines, analysts said. The number of companies bringing new stock to the mar-ket continued to grow. Safeway ket command to grow. Safeway put up 17.5m shares priced at \$20% each, an offer which pushed the company's stock down \$1 to \$20% in heavy trad-ing. Delta Air Lines offered 7m new shares at \$69% each; the

stock fell \$% to \$69%.
US F&G, the insurance group, advanced \$1% to \$11% on turnover of 1.5m shares after Mr Michael Takata, an analyst at County NatWest Wood Mackenzie, changed his investment rating on the stock from a sell to a buy. Mr Takata highlighted the

aggressive restructuring programme introduced by Mr Norman Blake, the new chairman and chief executive of US F&G, who yesterday met with analysis and money managers in Boston. A similar meeting is planned for New York's invest-ment community today.

Among secondary stocks, Biospherics set the pace for the second day running, jumping another \$2% to \$9% in brisk trading. In the past two days the stock has more than doubled on the news that the company has a material for an expensive terms. pany has a patent for an eco-nomical method for producing

Selected healthcare shares remained in favour, aided by positive coverage from Wall Street stock pickers. Beckman Industries rose \$% to \$17% and FHP International added \$% at \$27%. Others in the sector, however, weakened as some investors took profits in the wake of strong recent gains. Amgen gave up \$1 at \$127%, while US Surgical dropped \$2%

TORONTO stocks were flat in dull trade at midday, after trading in a narrow eight-point range in the morning. The composite index lost 1.4 to composite index lost 1.4 to 3,514.3. Advances and declines were evenly matched on volume of 14.25m shares.

Newbridge Networks was hit by profit-taking after announcing two three-year global marketing deals with AT&T on Monday. Newbridge lost C\$1 to C\$8% after rising last week to a year's high of C\$10%.

Laidlaw class B shares rose C\$% to C\$15%. The company C\$\% to C\$15\%. The company said ADT, in which it has a 29 per cent stake, was taking steps to resolve differences between the two sides.

Foreign demand and privatisations have also boosted shares, writes Damian Fraser EXICO'S turbulent stock market, which has risen in dollar its profits double in inflationadjusted terms last year.

At the end of April or the beginning of May, the government will put its remaining stake of 26 per cent in Telmex up for sale in an international offering At express prices this offering. At current prices, this would be worth \$2.9bn.

terms by 98 per cent, 68 per cent and 37 per cent over the past three calendar years, is advancing once again. Its total return in sterling in the first three months of this year, The underlying reason why based on the FT-Actuaries Mexico's stock market has proved so attractive to foreign World Index, was almost 50 per investors is that, while the profits from big businesses Encouraged by a wave of foreign investment, the imminent privatisation of the banks and the selling of remaining gov-ernment shares in Telmex, the have generally grown as fast or faster than the country's inflation rate (at 30 per cent last year), the peso-dollar targeted rate of devaluation has been cut to about 5 per cent a year, telephone monopoly, the stock market index gained 22 per cent in dollar terms in March, from roughly 14 per cent at the beginning of 1990. As long as the exchange rate to give a rise in the first quarto give a rise in the first quar-ter of 26 per cent. In April the index has gained a further 7 per cent; in late morning yes-tarday, it stood at 857,144. Unlike the mid-1980s, when the market railied while Mexico's economy lay in tat-

As long as the exchange rate holds, foreigners are buying companies the value of which, in dollar terms, is likely to appreciate by at least 20-25 per cent a year.

The big danger is that the government will not be able to hold to its strong exchange rate policy for much longer; the merest whisker of a devaluation would send the market ation would send the market reeling. However, most stock market analysis reckon that the government can keep its exchange rate for the next couple of years. Thanks to big increases in foreign capital flows, the central bank now

FT-A World Indices in dollar terms 900 800 700 600

with which to defend the cur-rency. Short-term interest rates, usually a leading indicator of imminent devaluation, are now at 22 per cent, the lowest level in a decade. Foreigners, historically, have bought into major Mexican companies such as Telmex, Tamsa and Cifra through ADRs (American Depositary Receipts), which are listed in New York; at the end of February this form of investment accounted for \$2.1bn, 86 per cent of which was in Telmex. A further \$500m was probably invested in the four Mexico country funds, and \$1.2hn in non-voting "B" shares listed in the Mexican bolsa.

Mexico climbs as economic hopes grow

Mexican companies which do not have non-voting shares through a trust run by National Financiera, the gov-ernment development bank, which holds on to the voting rights. The trust has increased from \$35m at the beginning of 1990 to \$877m at the last count.
In all, foreign investment may be almost \$4.7bn, against a stock market capitalisation of \$39bn excluding government. holdings. However, since a large proportion is owned by families who rarely trade their shares, only an estimated 20 per cent or \$7.5bn of the mar-ket is actually traded; in effect,

buy shares with voting rights, but since October 1989 they have been able to invest in

foreigners control about 60 per cent of the market's free float.

According to Baring Securities, which has recently opened a research office in Mexico City, foreign interest has centred on companies which sell in the domestic market, with a narrow product focus, low debt/equity ratios and shares that are relatively liquid. Of these the most actively sought after, and best performing, have been Telmex, up 54 per cent in the first quarter of this year, and Cemex, the comment

mam and

relations

signs

cent in the first quarter of this year, and Cemen, the cement company, up 74 per cent.

Foreigners, and domestic investors to a lesser extent, have tended to shy away from exporting companies for lears that the US recession would hurt their earnings. But now that the US recession looks to be almost over, at least by be almost over, at least by some accounts, investor attention may soon shift to the exporters.

The biggest short-term risk is that the US Congress will deny the US administration

approval on what is called the fast track to negotiate the pro-posed free trade agreement between the two countries.

In the opinion of one foreign banker, the result of that would be disastrous for Mexico. And given the boist's lack of liquidity, if the market the crack foreigness. starts to crack, foreigners could be the last ones out.

Bourses end little changed as early gains evaporate

BOURSES finished mostly little changed yesterday, although Frankfurt showed a willingness to trade and there was higher volume in Stock-holm, writes Our Markets Staff. FRANKFURT was strong in the pre-bourse; the DAX index broke up through 1,590 early in the day, peaking at 1,591.96. Ms Barbara Altmann of B Metzler in Frankfurt said that some traders expected the market to test the 1,600 level, but that there was not enough invest-ment buying to fuel the rise. The DAX closed only 2.16 higher at 1,562.11 after a rise of 4.67 to 677.11 in the FAZ at midsession. Volume rose from DM4.6bn to DM5.9bn; dealers said that there was a large buy order for Siemens, which led the most actives list in turnover of DM1.08bn. The stock

rose DM8.50 to DM597. There were gains in energy and retailing, and profit-taking in carmakers. RWE, the utility, forecast higher profits in 1990-91, and rose DM6.80 to DM397.50, prompting gains in DM334.20, and DM4.50 to

Karstadt led retailers up with a rise of DM8 to DM588, while Volkswagen fell most steeply in motors with a drop of DM7.40 to DM362.50. Ms Altmann observed that the aector rotation that people were talking about involved traders, rather than institutional

In engineering, KHD rose DM10 to DM204, for a two-day gain of DM17.50. Mr Kalo Neu-kirchen, its chairman, has been chosen to succeed Mr Detlev Rohwedder, assassinated while heading the east German Treuhand agency. Traders thought that Hoesch and KHD might come into a closer association; Hoesch, exceptionally strong this year on perceived management quality, fell DM5.70 to DM278.30 on profit-taking. STOCKHOLM closed lower

on concern about the weak

HATIONAL AND REGIONAL MARKETS

Maxico (12)

Norway (30)..... Singapore (25).... South Africa (60).

138,94 46,61 197,51

196.28 199.20 159.80 189.31 96.58

-1.2 120.18

154.85 118.97

-1.2 101.61 105.20 106.45 -0.8 116.26 120.37 121.79 -1.1 120.43 124.65 126.15 -0.3 119.52 123.73 125.20

-0.4 122.04 126.35 127.84 133.85 +0.0 125.17 129.59 131.13 139.51

Copyright, The Financial Times Limited, Goldman, Sachs & Co. and County NetWest Securities Limited. 1957 Latest prices were unavailable for this edition.

FT-SE Eurotrack 100 - Apr 9 Open 10 am 11 am Noon 1 pm 2 pm 3 pm Close 1116.13 1115.53 1115.59 1115.20 1113.69 1112.43 1112.32 1111.57 Day's High 1116.36

Apr 5 1119.54

eral index shed 8.5 to 1,089.8 while turnover rose to SKr482m from SKr343m. Ericsson free B shares fell another SKr8 or 3.9 per cent to SKr197 in aggressive seiling, especially by foreigners. This followed Monday's analysts' meeting at which Mr Lars Ramqvist, the managing direc-tor, reiterated his view that it

would be difficult to surpass PARIS closed little changed for a second day, as the CAC 40 index lost an eight-point gain to end 1.61 down at 1.845.96. Eurotunnel gave up more ground after the previous day's warning that a delay in the delivery of rall shuttle wagons could reduce revenues in 1993.

It lost 40 centimes to FFr48.90 on volume of 1.22m shares. Pechiney, the aluminium producer, saw its investment certificates gain FFr8 to FFr369, with 108,850 traded, after it announced a smaller than-expected fall in 1990 profits. The company also forecast a limited decline in this year's net profits, and said that it expected to maintain its dividend in 1991.

Hachette eased another FFr4.40 to FFr219.60 after this week's news that it was freezing an 8.4 per cent stake held by a company with Iraqi links. AMSTERDAM came off early AMSTERDAM came off early highs on a lack of follow-through orders. The CBS Tendency index reached 97.4, before ending 0.4 up at 98.8.

Bols, the distiller, eased F1 1 to F1 199. After the close the company revealed 1990 net profit of F1 90.1m, up from F1 83.6m, and a rise in the dividend to F1 6.10 from F1 5.50.

Abold, the retailer, shed

MONDAY APRIL 6 1991

DM

213.11 215.63 216.40 108.06 109.33 103.61 122.67 37.34 97.34 134.82 136.49 155.51 144.64 146.35 146.35 70.46 71.29 75.55 123.82 124.80 123.32 205.38 207.81 250.73 774.25 722.70 2682.23 120.54 121.97 120.65 40.44 40.92 41.73 171.36 178.38 176.08 170.29 172.30 159.96 172.82 174.86 146.12 138.64 140.28 125.90 164.24 166.19 170.46 83.80 84.80 85.78 156.28 158.13 150.99 133.26 134.84 153.99

124.41 125.88 123.20 160.30 162.20 158.19 123.15 124.61 123.64

Currency

Yest Indus

-1.7 164.50 170.29 172.30 155.96 -0.1 166.95 172.82 174.86 145.12 -1.4 133.92 138.64 140.28 125.90 -2.1 158.68 164.24 166.19 170.46 -1.2 80.95 83.50 84.80 85.76 -1.1 150.99 156.28 158.13 150.99 +0.8 128.72 133.26 134.84 153.59

Fi 2.30 to Fi 83.50. The shares debut on the US Nasdaq trad-ing system on Monday. Amev, the insurer, rose Fl 1.50 to Fi 61.10. It announced plans to launch ADRs from June 1.

MHAN was weighed down by options-related selling and political uncertainty. The Comit index eased 2.52 to 592.94. Eridania was the day's most noticeable casualty, falling 3.5 per cent at the opening.

ing 3.5 per cent at the opening, following the news late on Monday that it planned to raise capital by up to L281bn. It recovered slightly to be set offi-cially at L7,040, down L210 or MADRID recovered from its recent weakness, as the gen-

eral index gained 1.48 to 281.12. Turnover grew to about Ptal4bn from Pta9.9bn. Tabacalera gained Pta50 to Pta4,870, following the news that Mr Miguel Angel del Valle-Inclan was being replaced as presi-

BRUSSKIS finished below its day's high, the Bel20 index ending 2.53 up at 1,201.72. Delhaize, the retailer, rose again in active trading, but fell from its peak of HFr7.840 to close at HFr7.770, up BFr10. VIENNA rose to its fifth consecutive high, as the index

SOUTH AFRICA

added 3.10 to 585.37.

FT-ACTUARIES WORLD INDICES

Jointly compiled by The Financial Times Limited, Goldman, Sachs & Co., and County NatWest/Wood

Mackenzie in conjunction with the institute of Actuaries and the Faculty of Actuaries

+0.8

-0.4 -0.5 -0.5 -0.4 +0.8 -0.9 -0.4 +0.1 +0.0 +0.3

The World Index (2296)... 146.94 -0.4 122.31 126.62 126.12 133.93 +0.0 2.58 146.62 122.14 126.24 127.49 133.90 147.40 123.26 139.08

106.97 123.18 124.86 132.06

Gross Div. Yield

137.33 204.00 142.15 138.27 247.95 124.73 142.98

111.81 156.50 169.34 82.62 143.74 240.64 823.02

140.86 46.83 201.25 199.65 199.38

162.00 193.45 97.71

4.70 182.21 3.19 152.33

3.83 145.07 2.04 187.66 1.03 143.51 2.19 144.50 3.20 151.38 3.15 122.67 5.01 139.84 2.24 145.24

3.15 122.67 5.01 139.84 2.24 145.24 2.32 143.03 2.57 146.19 3.51 149.41

4.51 2.55 2.41

GOLD shares led the market higher on firmer bullion prices. A weak financial rand also gave support. The all-gold index climbed 25 to 1,089 and the industrial index rose 20 to a new high of 3,453. The all-

FREDAY APRIL 5 1981

123.17 96.34 134.63 145.90

716.07

172.01 173.70 161.97 171.78 173.45 145.26 139.58 140.95 128.84 186.67 88.31 173.18 186.19 85.03 85.54 156.98 158.52 151.90 131.25 132.54 152.33

121.36 122.58 40.35 40.75 173.40 175.10 172.01 173.70 171.76 173.45

120.83 124.99 126.22 156.43 161.68 163.27 119.63 123.65 124.96 120.46 124.49 125.72 128.19 130.44 131.73 102.26 105.71 100.76 116.58 120.50 121.68 121.07 125.14 126.37 119.24 123.24 124.46 121.87 125.07 127.31

Pound Sterling Index

114.48 170.06

103.98 119.18 93.20 130.46 141.16 68.87 119.83 200.80 686.09

117.42

135.04 181.26 81.48 151.90 128.98

Smaller non-life and casualty

The Nikkei average slipped 290.26 to end at the day's low of 26,317.29. The index, which established the day's high of 26,586.74 in the morning, soon fell on heavy programme selling. American houses with a heavish outlest on the market

Volume fell to 430m shares from Monday's 500m as larger domestic institutions stayed on the sidelines. Foreign investors were net sellers yesterday. The Topix index fell 22.45 to 1,986.29, while, in London trad-ing, the ISE/Nikkei 50 index

remained weak on continued uncertainty about rates. Nip-pon Steel lost Y12 to Y480. Stocks which had risen

Small-capital issues were favoured in preference to big added Y150 at Y4,150 on encouraging profit projections for the current year.

nt Mikhail Gorbachev's visit this weekend, receded. Marubeni shed Y6 to Y704 and Clich Yil to Y731, but some companies which were considered to be laggards improved. Kanematsu, the medium-sized trading house, advanced Y33 to Y863 on heavy buying by a Japanese securities concern. Ajinomoto, a leading food company, fell Y50 to Y1,530 on reports of poor earnings for the year ending March 31 due to slow amino acid sales. Sumitomo Realty & Development put on Y10 to Y1,270. Some traders noted that the buying could be part of a res-cue plan for its out-of-the-

DOLLAR MIDEX

1881 Low

534,45

125.70 41.18 182.24

151.63 173.00 131.51 146.60 62.17 156.27 125.96

121.29 125.91 106.85

216.51

121.22 41.91 177.97

102.29 125.15 127.04 152.26 97.28 125.35 156.61 156.75 149.55 182.46

161.07 208.25 145.26 208.54 126.84 171.12 173.11 204.12 85.54 100.57

123.71 151.52 159.40 200.81 124.21 145.92

124.88 149.86 107.26 124.25 125.38 131.92

187,44 154.09

148.16 143.99

251.83 136.73 162.17 184.35 122.28 187.41 99.32 138.29 206.65

391.18

92.01

140.56 183.35 137.60

Nikkei closes at day's low on reduced volume

Foreigners are not allowed to

Tokyo

SHARE prices ignored the overnight rise on Wall Street and declined on reduced volume yesterday, writes Emiko Terazono in Tokyo.

ters, the latest rise reflects optimism about Mexico's eco-nomic prospects, both within

and outside the country.

Sconomic growth in 1990
was 3.9 per cent, the fastest
since 1981, and way above both
government and private sector
forecasts. Company results for
1990 have generally been much

better than forecast. Telmex, which accounts for around one

fifth of the market capitalisa-tion of the Mexican bolsa, saw

bearish outlook on the market were said to be hedging their put options.

cased 0.57 to 1,490.98.
Interest rate-sensitive issues

recently in active trading retreated on profit-taking. Hitachi Zosen, the most active issue, dipped Y10 to Y2950. Small-capital issues ware

Trading houses, which had sined ground ahead of Soviet next month.

insurers were sought on reports that an advisory com-mittee to the Ministry of Finance was requesting an elimination of barriers which emmanon of barriers which kept insurers out of the bank-ing and securities business. Fuji Fire & Marine gained Y70 to Y1,120 and Dai-Tokyo Fire & Marine Y40 to Y950.

In Osaka, the OSE average fell 115.70 to 29,946.27 on vol-ume of 36.6m shares. Smallcapital companies making machine tools gained on the labour-saving theme.

WALL STREETS overnight rise only helped a few Pacific Rim markets yesterday. Manila

was closed for a holiday.
HONG KONG fell sharply for the second day in diminished turnover on bearish reports about the Sino-British talks on the territory's airport. The Hang Seng index easily broke below the 3,800 support level to close 54.71 or 1.4 per cent lower at 3,757.30 in turnover of HK\$1.65bn (HK\$2.01bn).

AUSTRALIA was encouraged by Wall Street's gains. The All Ordinaries index added 4.4 at 1,449.1 in turnover of A\$183.2m, up from A\$127m. Business was concentrated in Pacific Dunlop, up 6 cents at A\$5.20, National Australia Bank, 4 cents higher at A\$5.82, and BHP, up 5 cents at A\$11.05. NEW ZEALAND closed

firmer on a late bout of foreign

buying. The Barclays index climbed 11.94 to 1,367.78. Turn-over expanded to NZ320.9m from NZ\$7.9m, boosted by sev-eral block sales. Carter Holt Harvey was the

most active issue, closing a cent higher at NZ\$1.68 on vol-ume of 2.4m shares, including a block sale of im shares crossed at NZ\$1.69.
TAIWAN was initially boosted by the rise on Wall Street but late reports of disapproper that was a delegated.

agreement between delegates at the National Assembly took prices off their highs. The weighted index gained 69.79 or 1.3 per cent to 5,349.76 in T\$79.9bn volume (T\$78.3bn). SINGAPORE was flustered by rumours ranging from renewed stories that Malaysian

Prime Minister Mahathir Mohamad was ill to the arrest of a Malaysian corporate figure for insider trading. There was also talk that domestic banks that had loaned money for the purchase of shares were foroing some investors to sall their holdings. The Straits Times Industrial index lost 22.80 or 1.5 per cent to 1,468.44. Volume rose to \$\$120.5m from \$\$105m. RUALA LUMPUR was also

KUALA LUMPUR was also concerned by the rumours sweeping Singapore. The com-posite index shed 9.69 or 1.7 per posite index shed s.es of 1... per cent to 572.44 on turnover of 64.5m shares, against 49.3m. SEOUL was slightly lower for the third session. The com-posite index closed at 646.04, down 0.42, following slow volume of Won78bn.

FT LAW REPORTS

Digest of cases in Hilary Term

ROSS AND OTHERS V BAKER

DISCOVERY extension cover was cover against claims made after the underwriters' cancellation or refusal to renew but which arose from acts committed before such cancellation. given on the policies' expiry which included syndicate 126, the defendants. They then accepted a line on the third excess layer when some syndi-cates negotiated fresh terms. When the assured gave notice to exercise their rights under the discovery clauses, syndi-cate 126 argued that because only some had renewed, those rights had to be exercised against all or none. In dismissing an appeal from Leggatt J's declaration that they were bound to indemnify under excess professional indemnity policies, the Court of Appeal stated that it was true that the individual policy was expressed as a policy between the assured and the participating underwriters as a group. But in fact and in law, it was necessary to give full effect to the fundamental principle that the policy embraced a number of separate contracts that took priority over provisions designed to facilitate collective action where appropriate.

MILE MARKETING BOARD V

CRICKET ST THOMAS ESTATE (FT, March 22) AFTER THE UK'S entry into the EC, a new Article to Regulation 804/68 authorised member states to grant milk marketing boards the exclusive right to buy from producers milk produced and marketed "without processing". Article 25(3) provided that rules gov-erning exercise of those rights should be provided in the treatment of the provided in the treaty's general principles, particular avoidance of discrimination against producers. Under the Milk Marketing agreement, a milk producer might withhold from the board such milk as he wished to process for sale by wholesale, but he was required to pay the board monthly contributions for each litre withheld and sold. The contributions were based on a differential so as to equate the withholder with other producers and processors. There was dissatisfaction among farmers who were retailing or wholesaling their own milk over the level of con-tributions while the board sought to recover unpaid penalties. The European Court held that milk "without pro-

cessing" applied to pasteurised milk and that the contributions should be proportional to attain their given end. It was for the national court to decide the question of proportionality. Giving judgement for the board, Mr Justice Hobbouse stated that the measure adopted by the board was not disproportionate to its objective of achieving equality between the producers.

CITY INDEX LTD v LESLIE CITY INDEX'S principal business was index betting which allowed a client to win or lose depending on changes in the indices. It was a member of the Association of Futures and Brokers and was an "authorised person" under the Finan-cial Services Act 1986, as well as being a licensed book-maker. When sued for his losses on index betting debts, the defendant contended that they were bare wagering contracts under the Gaming Acts. Section 63 of the 1986 Act specified that no contract entered into by either party should fall foul of the Gaming ahould fall foul of the Geming.
Acts if emtered into "by way of
business" and the requirements of that section were met
in the instant case, the Appeal
Court held. Moreover, paragraph 9 of Schedule 1 to the
Act stated that an investment
could be held to be a right
under a contract for difference
or any other contract the purpose or pretended purpose of pose or pretended purpose of which was to secure a profit or avoid a loss by reference to fluctuation in an index "Secure a profit" was not used in the sense of protecting profits arising under another contract but meant to "obtain a profit" so that Mr Leslie's transactions fell within the phrase "any other contracts" in paragraph 9.

HISCOX V OUTHWAITE (FT, March 15) AN ARBITRATION in a reinsurance dispute was stipulated to take place in London. The arbitrator made a draft award and then after a further hearing, made a final interim award dated, signed, and wit-nessed in Paris. The plaintiff collected the award in London and thereafter sought leave to appeal from it to the High Court. The defendant unsuc cessfully raised an objection that it was a Convention award, ie one made in a state other than the UK which was a party to the Convention on the Recognition and Enforcement of Foreign Arbitral Awards,

could not adjudicate on it under the Arbitration Act 1975. Dismissing the appeal from that decision, the Court of Appeal stated that while it was a Convention award because it had been dated and signed in Paris and had a statement to that effect, the appellant was estopped from raising objection because both parties had unquestionably assumed that an award "dated at Paris" was no obstacle to the exercise of the English court's supervisory

THE KIEL (FT, March 8) THE POLICY which insured the vessel, originally at and from June 16 1980 to June 15 1981 both days inclusive, was renewed until July 16 1982 when the policy was endorsed with the underwriters' agree-ment and the shipowners were informed by the brokers accordingly. The ship sus-tained serious damage in a collision on July 16 1982 and the underwriters contended that the policy had expired the pre-vious day. On the preliminary issue of construction, Hirst J stated that he would uphold the argument of the ship-owners and the brokers that the purpose of specifying the day "until July 16 1982" was to identify the date when cover expired so that the shipowners, as ordinary commer-cial men, would know where they stood (see Isaacs v Royal Insurance Co (1870) LR 5 Exch

NATIONAL OIL CO OF ZDM-BABWE (PRIVATE) LTD v STURGE (FT, March 12)

A CLAUSE in a marine cargo insurance policy specified that "in no case shall this insurance cover ... loss ... caused by civil war, ... rebellion, insur-rection or civil strife". Supporters of the Mozambique National Resistance (Renamo) had blown up the Beira to Feruka pipeline in Mozambique five times and the plaintiffs claimed under the policy. Finding for the representative underwriter, Mr Justice Saville stated that Renamo's objective was to overturn the marxist Frelimo government which had come into power after the withdrawal of the Portuguese. Renamo comprised a number of Mozambicans who opposed Frelimo and, although first the Rhodesians and then the South Africans supported Renamo with economic and other help for their own purposes, Ren-amo's sabotage actions against tuted an "insurrection" within the meaning of the policy.

Britis & Black

Differs produced the

figural attack

perior legal

deblan rationing

g colledo C:-3288

Security of the second

ASS

-1

The same

WORLD RENOWN

(FT, March 13) CLAUSE 13 of a charterparty on a Shelltime Three form specified that if the vessel was on an expiry voyage, the charterers should have its use at the same rate and conditions for such extended time as may be necessary for completion of the round voyage on which she was engaged and her return to a port of redelivery. The shipowners claimed that the charterers had wrongly ordered the vessel to perform the final voyage and claimed damages for late delivery. Mr Justice Hohhouse stated that in the absence of clause 18, it would have been clear that the charterers had breached two obligations: (i) the vessel had been ordered on a voyage which could not have been expected to be completed within time to enable redelivery before the charter period expired; and (ii) the charterers had failed to redeliver within the specified charter period. However, they gave an order that they were entitled to give under clause 18 and were thus not in breach of the charterparty (see Dene Steam Ship-ping v Bucknall 5 Comm Cas

SHEVILL AND OTHERS V PRESSE ALLIANCE (FT, March 20) THE PLAINTIFFS complained of the publication of an article in a French newspaper. The first plaintiff, domiciled in England and of English nation ality but working in Paris at the time, was named in the article. The allegations were accepted to be false but dam-ages were claimed for publication in England and Wales and the writ was served on the defendants in France. Presse applied for an order that the action be dismissed and then appealed against the refusal of the application. Dismissing the appeal, the Court of Appeal upheld Alliott J's decision that the harmful event occurred in England within Article 5(3) of the Convention on the Jurisdiction and Enforcement of Judgements 1968. Whether there might be a detected publishee in England who both knew the plaintiff and read and understood the French newspaper might be relevant to damages assessment but was not a jurisdictional point.

Aviva Golden